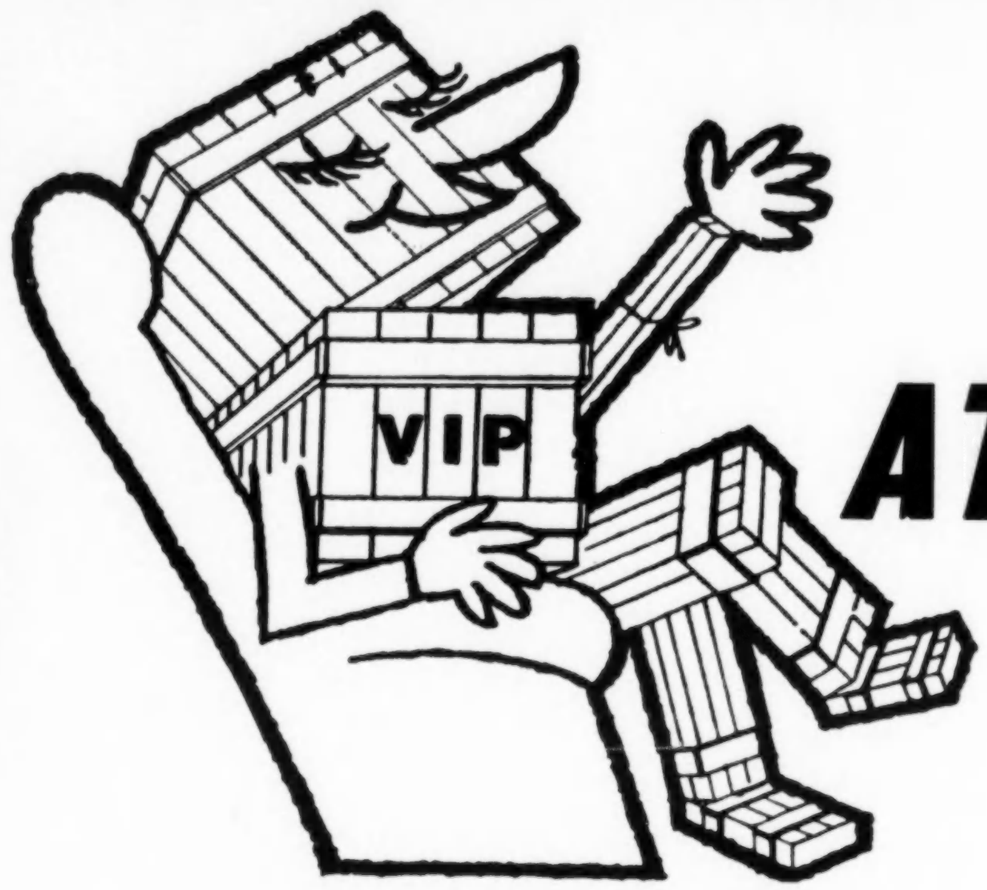
Board of Trade Journal

Volume 190, No. 3591 Published by Her Majesty's Stationery Office 14 January 1966

1s. 6d. net

INCREASED CARGO CAPACITY

PLUS



ATTENTION

FROM **LONDON & MANCHESTER**

✳ Introducing DC6 Freighters

Through bookings to all destinations serving Europe, The Middle East, Africa and North America.

EXPERIENCE **SABENA** ***SERVICE***

BELGIAN World AIRLINES

LONDON Room 2010, Europa Building, London Airport Central, Skyport 7290/1
MANCHESTER Manchester Airport, Wythenshawe, Manchester 22, Mercury 1542
BIRMINGHAM 28 Temple Street, Birmingham 2, Midland 6105/6
GLASGOW 71 Buchanan Street, Glasgow C.1, City 6018/9
DUBLIN 109 Grafton Street, Dublin, Tel. 73440

Board of Trade Journal

VOLUME 190, NO. 3591, PAGES 45-108
14 JANUARY 1966
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

Exporting to Poland 47
IUOTO president praises work of BTA 49
Record foreign visitors to UK 49
New chairman of London Tourist Board 49
President reviews plans for Scottish mining district . . . 50
Prevention of Fraud (Investments) Act 1958 50
Mr. Roy Mason visits South Wales and the Bristol Channel . 50
New HMSO London bookshop 50
First results and future plans of 'call EXPORT INTELLIGENCE' 51
Exporting *is* profitable 51
Applications for temporary exemption from import duty . 52
Imports from Japan, 1966 52
New chairman for Board of Trade advisory committee . . 52
Facilities for the showing of sales promotion films overseas . 52
New Books 53
Government surplus sales by auction 54

STATISTICS

The economy: selected indicators 55
Industry's capital expenditure in the third quarter of 1965 . 56
Business Monitor: Production Series 58
Registrations of British and foreign films 59
Gold and convertible currency reserves in December . . 59
Retailers' stocks in November 59
Industry's stocks in the third quarter of 1965 60
Shipping movement at United Kingdom ports . . . 64
United Kingdom overseas trade 67
Wholesale price indices 70
Retail sales in November 74
Hire purchase and other instalment credit business in November 80

EXHIBITIONS AND FAIRS

Chancellor of the Exchequer opens Boat Show . . . 82
Mr. Roy Mason congratulates small boat industry on exports 82
Shipping Exhibition at Birkenhead 85
Chartered flight to British Week in Hong Kong . . . 85
British Boat Builders at New York and Hamburg shows . . 85
British children's wear displayed in New York . . . 86
British Hospital and Medical Equipment Exhibition, Beirut . 86

OVERSEAS TRADE AND EXPORTS

A British trade centre in Panama 88

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom-United States double taxation convention . The United Kingdom/India Non-Project Loan 1965 (Kipping Aid) 89
Antigua/Barbados/British Guiana Free Trade Area Agreement. Tunisia and the People's Republic of China . . 90
Information for exporters 92
Reports on overseas markets, in the 'Export Service Bulletin' . 98
The 'Export Service Bulletin' 99

TARIFF, CUSTOMS AND IMPORT REGULATIONS

Antigua: Exemptions from customs duty and consumption tax 101
Australia: Details of temporary duties 107
Belgo-Luxembourg Economic Union: Import duty tariff quotas 104
Benelux: Amendments to customs import tariff 104
Canada: Customs tariff amendment. Import of periodicals regulations 102
Chile: Import regulations. Further restrictions on imports . 100
Colombia: Establishment of an Industrial Register. Prior deposits on imports 101
Dominican Republic: Restrictions on the allocation of foreign exchange 101
European Economic Community: Suspension of import duties on tea and tropical hardwoods 104
France: Publication of the fifth plan for economic and social development. Modifications to French customs tariff. Imports of live animals. 103
Germany, Federal Republic of: Foodstuffs regulations . . 105
Greece: Tax changes 105
Haiti: Customs tariff 101
Irish Republic: Quota restrictions and customs duties on footwear amended 102
Israel: Foodstuffs regulations 106
Ivory Coast Republic: Customs tariff modifications. . . 106
Kuwait: Ban on imports of asbestos pipes 106
Netherlands: Import duty tariff quotas 104
New Zealand: Import control exemption 107
Nicaragua: Import control 102
Portugal: Drawback of import duty on lead 105
Rhodesia: Suspension of duty. Customs tariff changes . . 106
Singapore: Import licensing 107
Spain: Suspension of customs duties 105
Trinidad: Import duties on textiles 102
United States: Control of air pollution from motor vehicles. Flammable Fabrics Act 102
Venezuela: Customs duties 101

INDEX TO STATISTICS 108

Front cover photograph

The Duple Viscount 45-seat metal framed luxury coach body which is being built on the Ford R 192 and Bedford VAM chassis. This body, introduced in 1965, is being manufactured in volume production at the Group's Blackpool factory, Duple Motor Bodies (Northern) Ltd. The firm builds an average of 1,500 coach and bus bodies each year, of which a large proportion are exported to Canada, Australia, Bermuda and several other countries.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1966

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

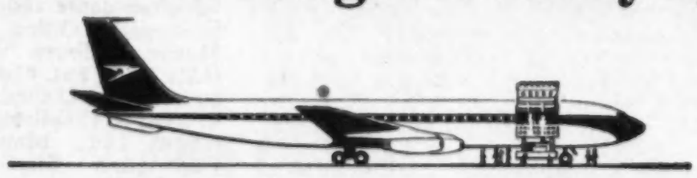
Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P.12), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

This package is 40 ft. long
You can freight it easily by BOAC, just like posting a letter.



Meet the new BOAC jet-freighters—giant Boeings. Their huge holds can carry packages of up to 40 feet long, and up to 40 tons of cargo across the Atlantic. That's a lot of cargo—the equivalent weight of fifty mini-cars or seven BOAC passenger coaches. Surprised? There's more to come!

The wide doors can admit big, bulky packages easily. There are power points for refrigerated or air conditioned containers.

BOAC flies to more places, more often, than any other airline, and is the only carrier operating from London, Manchester and Prestwick. So production remains in full swing. Supply can always equal demand. BOAC Air Cargo is not an emergency measure. It's part of a company's marketing strategy. Or should be.

Cargo problems? BOAC takes care of everything.

BOAC TAKES GOOD CARE OF YOUR CARGO

Jot down these numbers: London, SKYport 5511. Manchester, MERcury 2241/5262. Birmingham, SHEldon 2441. Glasgow, CENtral 7445/7. Leeds, LEEDS 2-1441/2. Liverpool, CENtral 0661. Belfast 24247/8. Now dial for BOAC Air Cargo.

SERVICES OPERATED FOR BOAC-CUNARD BY BRITISH OVERSEAS AIRWAYS CORPORATION

BOAC
AND BOAC CUNARD
CARGO

Exporting to Poland

By R. M. JOHN, First Secretary (Commercial), British Embassy, Warsaw

PLEASE COME and sell to Poland. The doors are open. Although the market is a highly competitive one, with many Western European countries actively pursuing business, the prospects for British exporters are excellent.

In the last few years there has been a substantial rise in the value of Polish exports to the United Kingdom. From a figure of £38 million in 1962, they reached £48 million in 1964 and are likely to be much the same in 1965. During these latter two years the value of British exports to Poland has remained roughly steady at £23-£25 million.

Poland's greatly improved sterling earnings mean that she is able to increase her purchases in the United Kingdom, and in the course of recent talks about arrangements for Anglo-Polish trade in 1966 the Polish authorities renewed assurances given during 1965 that they were taking steps to increase substantially their purchases, under competitive conditions, of a wide range of British goods. The order book position has increased satisfactorily in the past few months, and contracts placed recently are now beginning to be reflected in the trade figures. After running at no more than £1.8 million per month during the first three quarters of 1965, exports rose to £2.6 million in October and £3.0 million in November – the highest monthly figure since January 1963. It is to be hoped that British exporters will look very carefully into the increased trading opportunities that now exist in the Polish market for the supply of a wide range of industrial and technical plant and equipment, raw materials and semi-manufactures and certain kinds of consumer goods.

A Polish trade delegation visited Leicester recently to sign contracts totalling over 200,000 *United States dollars with certain Leicester hosiery firms. This visit was a direct result of the Leicester Chamber of Commerce Mission to Poland last March. Picture here shows Mr. A. E. Simons (left), of Frisby Jarvis & Co. Ltd., watching Mr. L. Praszkier, of the Polish delegation, signing his contract.*

Five-year National Development Plan

With the new Five-year National Development Plan which began on January 1, 1966, Poland enters a new phase of massive economic development. It is hoped that sufficient details of this Plan will become available to the subject of another article in the *Board of Trade Journal*. From the outline of the Plan, which was published during 1964, we know that it is the intention of the Polish Government to increase industrial production by more than 45 per cent in the five-year period. Agricultural production will be increased by some 15 per cent. The principal items in the industrial field, i.e., in the development of Polish industry, will be in the field of manufacture of measurement and control equipment, industrial automation equipment, electronic equipment, machinery and equipment for the chemical industry, machine tools, compressors, diesel engines, machinery for synthetic fibre production and paper-making machinery. It is intended to start the production of improved tractors and new types of machinery for agricultural purposes. The design of household equipment and the production of new types of kitchen ware, radio and television sets and motor cycles, the production of more ships, development and manufacture of diesel and electric railway engines, and modernization of the foundries are also included in the Plan. In the chemical field, development will be greater than in any other branch of industry; production of fertilizers will be three times higher in 1970 than it was in 1963, with a target figure of nearly two million tons a year. A fourth nitrate fertilizer plant will be begun. Production of plant protection chemicals will rise to at least 18,000 tons by 1970; production will start of new types of synthetic fibres with a total production target of 170,000 tons. Production of new synthetic raw materials and resins and development of existing production of raw materials will increase by 350 per cent as compared with 1965. The production of pharmaceuticals, cosmetics and other similar products will be considerably increased. Electric power production is planned to reach 66,000 million kWh in 1970, against a current figure of 40.6 thousand million in 1964. New power stations will be built and the transmission system will be modernized and expanded. Coal extraction is planned to reach a total of 126 million tons in 1970, against a current figure of 117 million tons. Steel production is to rise to 11 million tons, against a current figure of 8.5 million tons of crude steel.

These generalized figures are, of course, subject to modification, but they serve to give an indication of the scale of Polish intentions. While not every item will involve the importation of machinery and equipment from the West, it can certainly be expected that Poland will be purchasing many millions of pounds' worth of British goods in 1966, 1967 and in subsequent years.

How foreign trade is organized

The purpose of this article is to explain briefly the nature of the organization of foreign trade in the Polish People's Republic. In Poland, foreign trade is a monopoly of the State. The State exercises this monopoly through a number of foreign trade enterprises which, although in themselves independent organizations, come under the direct control of the Ministry of Foreign Trade. The field of activity of each enterprise is fairly closely defined, and the scope of their activities is usually limited to the export and import of goods connected with a particular industry. Ciech, therefore, as the foreign trade enterprise concerned with chemicals, are the only people in Poland authorized to export or import chemicals and the products of the chemical industry. Specialized products, however, will be purchased by the specialist organization. Thus Ciech, as the experts concerned with dyestuffs, will import dyestuffs for all industries that require them. A list of the Polish foreign

Promotion of trade through publicity in

POLAND

Polish trade journals are official publications and each journal completely covers the particular branch of industry for which it is designed throughout Poland. Therefore, an advertising campaign is essential for manufacturers who wish to initiate and develop trade.

Manufacturers who have already secured orders from Poland should give further information through an advertising campaign, as they already know that there is a market for them there. By publicity they will obviously deepen interest in their products, apart from showing a willingness towards the strengthening of trade relations.

Polish enterprises and individuals cannot buy direct from foreign concerns. In all cases, the orders for the products they require will be placed with the appropriate Polish State Buying Organisations. Therefore, only the Polish State Buying Organisations for the appropriate industry can place the final orders.

However, as the requirements are initiated by the end users in each industry, it is essential to give information about products to these end-users, such as chief technicians, engineers and factory executives who are the key personnel engaged in expansion within their industry and whose purpose is to indent for the products which they require from the State Buying Organisations.

As sole representatives in the U.K. for all Polish publicity media, such as radio, television, newspapers and official trade journals, we shall be pleased to answer your enquiries and, if necessary, arrange a personal appointment.

PUBLICITY REPRESENTATIVES LTD.,
1/2 Rutland Gardens,
LONDON, S.W.7.
Tel.: KEN 5261/2.

To: Publicity Representatives Ltd.,
1/2 Rutland Gardens, London, S.W.7.

Please send me further details on advertising in Poland. The subject I am interested in is .....

.....

Name .....

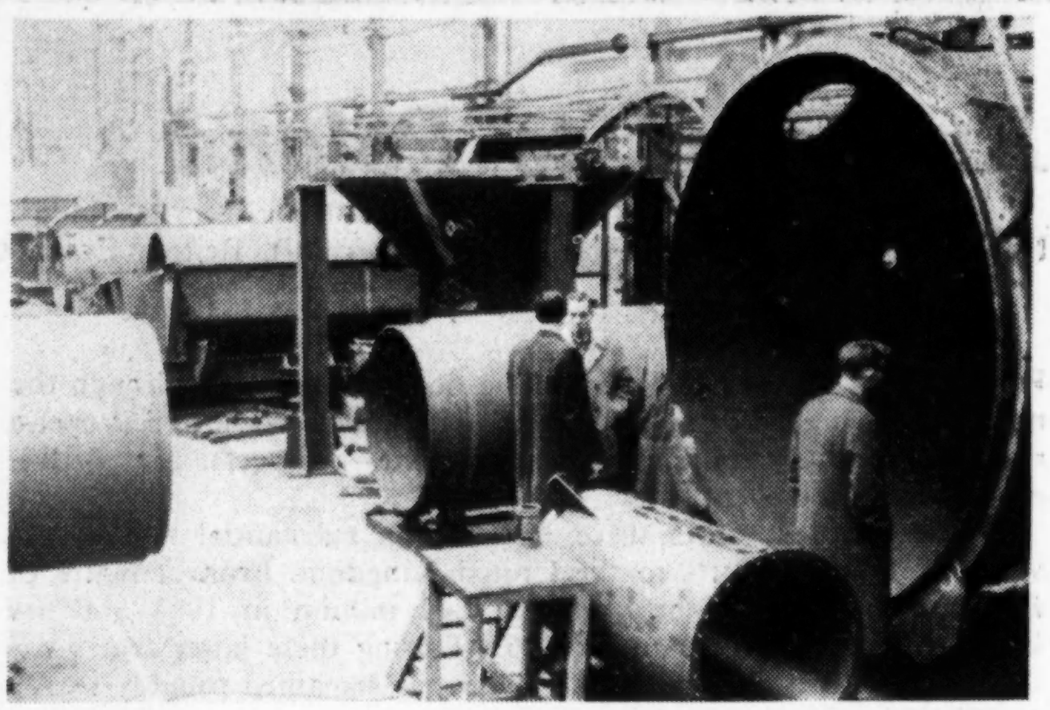
Firm .....

Address .....

.....

.....

(Block letters please)



Sections of a continuous low pressure digester for agricultural residue pulping supplied by the Cellulose Development Corporation Ltd., Harrow, being inspected before shipment to the Celdecor semi-chemical straw pulp plant now operating at Bydgoszcz.

trade enterprises, with addresses and other details, can be obtained from the Board of Trade or the Polish Embassy in London.

Because of the nature of Polish foreign trade organizations it is not possible to appoint an agent or stockist who can operate for a British company in the normal way of business. Although nine government agency companies exist, their activities are necessarily circumscribed because they are themselves part of the government organization. Broadly speaking, therefore, the market has to be served by regular visits from the United Kingdom to the foreign trade enterprises. Since mobility can make a big difference, it is often very useful to come by car – but only between April and November and with a set of touring spares. Some business can be done in England through the representatives of those foreign trade enterprises which have offices in London. Their addresses can be found through the Office of the Commercial Counsellor of the Polish Embassy. It is, however, strongly recommended that companies interested in the market should begin by making preliminary inquiries from the Commercial Section of the British Embassy in Warsaw. These can be followed up by a personal visit if the initial reactions are promising.

Technical inquiries about British industry

Under the new system of economic planning and management which is now being introduced in Poland, the responsibility for profitable economic operation of factories is shifting from the State Planning Commission and the Ministries to the factory managers and directors of industrial combines. Inevitably this transfer of responsibility increases the influence of the 'end-users' in commercial negotiations. Sales representatives must take into account the fact that many senior Polish industrialists have grown up in an atmosphere where knowledge of British industry is relatively limited. When making a first visit it is often well worthwhile to bring a technical expert who can present the product and answer detailed questions from Polish industry. Design offices and project bureaux ought, if possible, to be included in any programme of visits from capital goods manufacturers. Their influence can be of decisive importance. It must always be remembered that Continental manufacturers, with their closer geographical access to the market, are often better known in Poland than their British competitors. Moreover, because of the centralized nature of the Polish economy, it has not been essential up to now for British exporters to pay much attention to normal methods of advertising and publicity. In the changing situation, however, manufacturers

will have to consider more closely this aspect of promoting exports to Poland.

Without doubt the easiest way to make contact with the 'end-users' and to bring products to the notice of those responsible for making decisions is participation in the Poznan Fair. During two weeks in June each year every Polish industrialist of importance visits Poznan, and exhibitors at the Fair have an unrivalled opportunity to display their products. Apart from the Fair there is in Poland a technical journal for almost every branch of industry. Advertising in these journals is now becoming a valuable approach for any firm that wishes to introduce a new product into the market or to expand existing business. Circularization of information through the post to potential customers is also a useful way of bringing one's products to the notice of the technical directors of potential customer organizations.

Despite the increased importance of industry in the selection of products and technical negotiations, commercial negotiations can only be conducted through the foreign trade enterprises. They are the only bodies in Poland authorized to sign contracts involving the expenditure of foreign exchange. Although there are 40 such enterprises only 15 of them are concerned with products which are regularly imported from Britain. The Commercial Section of the British Embassy in Warsaw is, therefore, in a different position from that of the Commercial Department of a British Embassy in the West. It is possible for the staff of the Embassy to be in regular touch with senior members of the foreign trade enterprises and thus to facilitate contacts and smooth the path for exporters new to the market. Any company which is writing to introduce themselves for the first time to a foreign trade enterprise should copy their letters to the Commercial Section, who can then follow up the business and give an estimate of the potential in each particular case. The Office of the Commercial Counsellor of the Polish Embassy in London is similarly able to give advice and counsel to British exporters.

Where interest has been aroused and the potential seems good, it is worthwhile for British companies to consider arranging small exhibitions or technical demonstrations in Warsaw and other Polish centres. This has recently been done with remarkable success by a manufacturer of office equipment. It must, however, be emphasized that it is essential for these exhibitions to have the blessing of the Polish customer, without whose help the project is likely to be a failure.

Some useful addresses

First Secretary (Commercial),
British Embassy,
Warszawa,
Aleje Róz 1.
(Tel. 281001-5.)

Commercial Relations and Exports Department,
Board of Trade,
1 Victoria Street,
London, S.W.1.
(Tel. Abbey 7877, Ext. 2257.)

Office of the Commercial Counsellor,
Polish Embassy,
15 Devonshire Street,
London, W.1.
(Tel. Langham 5481.)

Export Services Branch,
Board of Trade,
Hillgate House,
35 Old Bailey,
London, E.C.4.
(Tel. City 5757.)

British Section,
Polish Chamber of Foreign Trade,
Polska Izba Handlu Zagranicznego,
Warszawa,
Trebacka 4.

Information on advertising can be obtained from the Polish Foreign Trade Advertising Agency:

AGPOL,
Warsaw,
12 Sienkiewicza Street.
(Tel. 264-742 or 264-983 – cables AGPOL Warszawa),

or from their sole and exclusive representatives:

Albert Milhado & Co. Ltd.,
140 Cromwell Road,
S.W.7.
(Tel. Fremantle 0145/6/7.)

IUOTO president praises work of BTA

SPEAKING AT A Press conference in London on January 6, M. Arthur Haulot, president of the International Union of Official Travel Organizations (IUOTO), said that because of the importance of tourism as an economic and social force, IUOTO would ask the United Nations Organization to declare 1967 as the International Travel year.

M. Haulot said that more attention was now being given to the training of personnel in industries which served tourism – hotels, tourist offices, travel agencies and guide services. All travellers would gain from the rise in standards that would result. 'Full support in all its work is received by IUOTO from the British Travel Association. The saying – a prophet is not without honour, save in his own country – may truly be applied to BTA. In other countries BTA is widely recognized for its achievements, especially in the international travel research field, where the value of its pioneering work is highly regarded.

'Speaking as a foreigner,' he added, 'may I be allowed to say that I am probably more aware of the attractions of this country than the British people themselves. The work being done by BTA to help the British to appreciate the tourist attractions of their own country and to develop its tourist facilities is worthy of the highest praise. While carrying out this essential work at home, BTA has always loyally supported the concept of travel as a two-way movement. British Travel has always shown a positive approach to this doctrine and has never tried to dissuade British people from travelling abroad. In fact, through its work in IUOTO towards the removal of restrictions on travel, BTA has made it easier for the British to travel overseas.'

This two-way concept of travel, as practised by members of IUOTO, was one of the finest examples of international co-operation to be seen today.

Record foreign visitors to UK

NEARLY TWO MILLION foreign visitors came to Britain in the first ten months of 1965, reports the British Travel Association. The 1,977,000 arrivals represented an increase of 223,000 – 13 per cent – on the same period of record-breaking 1964. A BTA spokesman gave these figures when he announced that Britain's foreign visitors in October numbered 141,000 – 12,000 more than in the same month of 1964.

European visitors in October totalled 81,000, which was an increase of 10,000 on the month and brought the number of European arrivals in the first ten months of the year to 1,193,000 – an increase of 137,000 on the period.

Visitors from the United States in October numbered 46,000 – a rise of 3,000 on the month – bringing total United States arrivals in the first ten months of 1965 to 628,000, which was an increase of 79,000 over the previous year.

The British Travel Association spokesman said that final details of the numbers of visitors from Commonwealth countries during the first ten months of 1965 were not yet available. It was estimated that these were also considerably higher than in 1964.

New chairman of London Tourist Board

MR. CHARLES FORTE has retired from the chairmanship of the London Tourist Board, because of pressure of other business commitments.

Mr. Ben H. Russell has been appointed by the British Travel Association and the Greater London Council to succeed Mr. Forte as chairman of the board. Mr. Russell has agreed to accept the chairmanship for a period of 12 to 18 months, due to his other business commitments. Mr. Russell has been vice-chairman of the London Tourist Board and chairman of its Finance and General Purposes Committee.

Mr. Charles Forte, who is also a member of the board of the British Travel Association, has been chairman of the London Tourist Board since its inception in 1963.

Lord Geddes to lecture on tourist industry

LORD GEDDES, chairman of the British Travel Association, is to speak on 'The Tourist Industry Today' at the Royal Society of Arts, John Adam Street, Adelphi, London, W.C.1, at 2.30 p.m. on January 26. HE the Italian Ambassador will preside. Ticket applications should be sent to the RSA secretary.

President reviews plans for Scottish mining districts

SPEAKING IN Glasgow on January 4, Mr. Douglas Jay, President of the Board of Trade, said that the Board of Trade had successfully achieved in the past year the Government's aim of steering a higher share of new industrial development to Scotland and other under-employed parts of Britain. Provisional figures for 1965 showed that Scotland secured 17 per cent of the total square feet of new industrial building in Britain approved through industrial development certificates.

This was an increase of 80 per cent over the average for the previous five years, during which only 9.4 per cent of Britain's new factory space was built in Scotland. In 1965 new factory buildings in Scotland totalled 11 million square feet, compared with six million in 1964. Altogether during the past year, 44 firms – the highest figure for many years – decided to start production in Scotland for the first time.

'I have reviewed in detail in Glasgow today, together with the Board of Trade principal controller for Scotland and representatives of the Ministry of Labour and Ministry of Power, prospective pit closures in Scotland, and the Board of Trade's plans for new industrial development designed to provide new jobs for displaced coal miners as near their homes as possible,' Mr. Jay said.

'Board of Trade advance factory programmes, including the two sanctioned in the last 15 months, are now being pushed forward in Scotland. These two programmes alone provide for 21 new factories, 15 of them in coal mining areas, in Scotland. New industrial estates are being planned and constructed, notably at Bellshill in Lanarkshire, where three new factories are now building.

'More parts of Scotland, including many coal mining areas, have recently been scheduled as development districts, where incoming and expanding industry is eligible for Government assistance under the terms of the Local Employment Act.

'Numerous other schemes are going forward with Board of Trade support. If in any individual coal mining district new industry looks inadequate to offer enough employment for redundant miners, every effort will be made to steer further new enterprises into that area. The purpose of my present visit to Glasgow has been to review all these plans.

'I warmly welcome the success of the Government's scheme for keeping the Fairfield shipyard in operation, and the transfer – which has Board of Trade approval – of the pressed steel factory at Linwood to Rootes. Both these decisions will help to maintain modern industry and employment in Scotland.'

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during December in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions:

Lombard Holdings Ltd., Lombard House, Curzon Street, Park Lane, London, W.1.

Exempted Dealers

Additions:

The First National Bank of Boston, 4 Moorgate, London, E.C.2.

Change of address

Leadenhall Securities Corporation Ltd., 120 Cheapside, London, E.C.2.
Lloyds Bank Europe Ltd., 100 Pall Mall, London, S.W.1.
The Merchants' Marine Insurance Co. Ltd., Hamilton House, Victoria Embankment, London, E.C.4.
The Yorkshire Insurance Co. Ltd., 2 Rougier Street, York.
The Wesleyan and General Assurance Society, Colmore Circus, Ringway, Birmingham 4.

Change of Name

The Chase Manhattan Bank has now changed its name to The Chase Manhattan Bank (National Association).

Mr. Roy Mason visits South Wales and the Bristol Channel

MR. ROY MASON, Minister of State, Board of Trade, is due to visit South Wales and the Bristol Channel from January 12-14, to look at shipbuilding and ship repairing yards there.

January 12, visit yards at Swansea and Port Talbot. January 13 visit yards at Barry, Cardiff and Newport. January 14, visit yards at Bristol and Avonmouth. In both Cardiff and Bristol there will be opportunities for the Minister to meet local representatives of the unions and of the Press following visits to the yards.

Fairfield's (Glasgow) Ltd., the new company take over

FOLLOWING THE statement made by Mr. George Brown, First Secretary of State and Secretary of State for Economic Affairs, in Parliament on December 22, 1965 (see *Board of Trade Journal*, December 31, page 1547), the Department of Economic Affairs have announced that negotiations having been concluded, the new company, Fairfield's (Glasgow) Ltd., took over as from mid-day on January 7, 1966.

Marine survey service appointments

MR. H. N. E. WHITESIDE, deputy engineer surveyor-in-chief in the Marine Safety Division will succeed Mr. A. T. Willens as engineer surveyor-in-chief when he retires on March 18.

Mr. G. Victory, deputy principal officer in Glasgow Marine Survey Office, will succeed Mr. Whiteside as deputy engineer surveyor-in-chief and will take up his new duties on March 19, 1966.

New HMSO London bookshop

AFTER NEARLY 50 years in Kingsway, HM Stationery Office's principal Government bookshop in London removed this week to First Avenue House, 49 High Holborn, W.C.1.

The expiry of the lease of the Kingsway bookshop has been made the occasion for setting up a better designed and conveniently situated shop equipped with modern methods of displaying and selling books. About half a million customers a year are expected to be served in the new shop.

Some 2,000 titles will be on display there and about 18,000 more are in stock in the bookshop, where the Stationery Office is keen to encourage browsers. New titles are published by the Stationery Office at the rate of over 6,000 annually and about 90,000 are estimated to be in print. The current annual value of sales through Government bookshops is over £1,800,000.

The first Stationery Office 'sales office' was opened in Edinburgh in 1912 for the direct sale of official publications, which had previously been sold only through commercial agents. In 1917 a Stationery Office sales office was opened in London, initially at Imperial House, Kingsway, but moving to Adastral House in 1924 and to York House in 1938. There are now retail Government bookshops in Edinburgh, Belfast, Cardiff, Manchester, Birmingham and Bristol, as well as a second London shop in Oxford Street. The bulk of postal business is handled by a third London bookshop at PO Box 569, S.E.1, which is not open to personal callers.

As well as being the publisher to Parliament and all Government departments, the Stationery Office is the official United Kingdom agent for the sale of publications of the United Nations and its specialized agencies, and the principal international organizations including OECD, EEC, and EFTA.

The new bookshop has been designed and architectural and engineering services have been provided by the Ministry of Public Building and Works.

EDC for Printing Industry

ON BEHALF of the National Economic Development Council Sir Robert Shone announced on January 5 the setting up of an Economic Development Council for the newspaper, printing and publishing industry. Mr. George Brown, First Secretary of State and chairman of the NEDC, has appointed Mr. Reginald Mathys chairman of the new council.

First results and future plans of 'Call EXPORT INTELLIGENCE' campaign

AFTER A BREAK of three weeks the Board of Trade's 'Call EXPORT INTELLIGENCE' advertising campaign was resumed on January 9 and will continue to the end of March. As before the campaign will promote exports by stimulating wider awareness and use of the many free export facilities offered by the Board of Trade.

The new phase of the campaign will consist of a total of 60 advertisments which are to appear in four national daily papers, three Sunday papers, the London evenings, and the *Board of Trade Journal*. Advertisements will feature particular export services (e.g. help in finding overseas agents, arranging overseas business visits, providing tariff and market information, creating overseas publicity) as well as specific export opportunities for British industry.

Results of the campaign so far

The number of export inquiries directly attributable to advertising now exceed 8,275. Of these, 4,040 were received in the 22 weeks to the end of August 1965, as a result of the first phase of advertising; 4,235 were received in the 18-week-period up to the end of the first week in January, as a result of the second phase. The quality of these inquiries has been good, and new export business will arise from them. Another encouraging aspect of the campaign is the number of inquiries it has promoted from firms new to export. In the first phase of the campaign, 12½ per cent of all inquiries received were from such firms. The corresponding figure for the second phase was 11 per cent. Others were from firms seeking to expand their exports.

Apart from the direct response, the campaign has greatly increased industry's awareness of the export services. It has been an important factor in the large increase in the total inquiries handled by the Board's Export Services Branch in 1965 – between April and December these inquiries, measured by in-coming mail, showed a 19 per cent rise over the same months of 1964. In the first three months of 1965, before advertising started, the rise was 10 per cent.

The phase of 'Call EXPORT INTELLIGENCE' advertising which has just finished covered the period September 6-December 16. During this time 87 advertisements appeared, mainly in five national daily papers, three Sunday papers, the London evenings and the *Board of Trade Journal*. Eighty-six per cent of inquiries were addressed to Export Intelligence Headquarters in London, compared with 76 per cent in the April-July phase. Eighty-one per per cent of all inquiries came from firms based in London, the South-eastern and Eastern regions, compared with 72 per cent in the April-July phase.

Notes:

The campaign is part of the export promotion measures announced on January 27, 1965, by Mr. Douglas Jay, President of the Board of Trade. The cost of the initial phase was in the region of £110,000. The second phase cost approximately £60,000 and the forthcoming phase will cost about £35,000.

Because the results continue to show a preponderance of interest from London and the South-east, the third phase of advertising will be concentrated in national morning and Sunday papers and the London evening press.

The campaign is being mounted in consultation with the Central Office of Information. The advertising agents, Mather & Crowther Ltd., were appointed by the COI on the recommendation of the Government's Advisory Committee on the Appointment of Advertising Agents.

The Board's Export Services Branch handles well over 350,000 inquiries a year and many thousands more are handled by the Board's regional offices throughout the country.

There are commercial officers in over 200 British Embassies, Consulates and Trade Commission Offices overseas. They are members of the Commercial Diplomatic Service operated by the Foreign Office, Commonwealth Relations Office and Colonial Office.

Previous publicity for the Government Export Services has included leaflets, direct mail campaigns and many hundreds of personal visits as well as frequent reminders in the Board's *Export Services Bulletin,* the *Board of Trade Journal* and other publications.

The services being advertised include:

(a) Guidance on firm's individual export problems
(b) Information on the most likely markets for a firm's products overseas
(c) Introductions to potential agents and buyers
(d) Help with overseas business visits
(e) Reports on the commercial status of foreign firms
(f) Information on tariff and import regulations
(g) Details of overseas contracts out for tender
(h) Help and advice in taking part in trade fairs overseas
(i) Assistance in finding licensees to manufacture products abroad
(j) Investigation into product suitability for overseas tastes and customs
(k) Information on how to advertise and market products abroad
(l) Help with overseas publicity through the Central Office of Information.

Telephone Numbers:

at HQ: London CITy 9633, Telex 25977
Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

'Exporting *is* profitable'

IN A LETTER in the January issue of *Commerce,* the Journal of the London Chamber of Commerce, Lord Brown, Minister of State at the Board of Trade, emphasizes that 'exporting in the long-term *is* profitable'. The letter is in reply to an open letter to Lord Brown, printed in an earlier edition of *Commerce.*

SIMPLER EXPORT DOCUMENTS

A window display of the aligned series of export documents described in the recent Board of Trade booklet 'Simpler Export Documents', together with a simple demonstration of the system, can be seen for the next few weeks at the Board's Export Information Centre, Hillgate House, 50 Ludgate Hill, London, E.C.4. The Centre is open from 9.30 a.m. to 5.30 p.m.

ADVICE ON AIR TRANSPORT (Passengers or Freight)
We specialise in Air Charter from one to 178 passengers and Freight of any shape or size
AIR CHARTER IS CHEAPER AND EASIER THAN YOU THINK
AIRBORNE AVIATION SERVICES (GATWICK) LTD • Gatwick Airport • Crawley 28822 or AVE 8711 Ext 6530/6531. 6526 (Night)

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 28, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.28	Hydroxyammonium chloride containing not more than 0·0005% by weight of heavy metals estimated as Pb.	Hydroxylamine hydrochloride minimum 99% strength.	December 31, 1966	6768
29.04	*iso*Propyl alcohol-water mixtures having a relative density at 15·5°/15·5° centigrade of not less than 0·8180 and not more than 0·8270.	*iso*Propyl alcohol azeotrope.	May 5, 1966	6796
29.06	1-Naphthol . . .	As in previous column .	December 31, 1966	6499
29.06	Phenol, synthetic . .	As in previous column .	May 5, 1966	6805
29.13	4-*tert*Amylcyclohexanone .	4-tert Amylcyclohexanon.	December 31, 1966	6790
29.14	*m*-Chloroperbenzoic acid .	Meta chloro perbenzoic acid 85%.	December 31, 1966	6787
29.14	9α-Fluoro-11β-17α-dihydroxypregn-4-ene-3:20-dione 17-acetate.	9α-Fluoro-11β-hydroxy--pregn-4-ene-3, 20-dione 17-acetate.	December 31, 1966	6786
29.15	Oxalic acid . . .	As in previous column .	December 31, 1966	278
29.16	Pentaerythritol tetra-3-(3:5-di*tert*butyl-4-hydroxyphenyl) propionate.	Tetrakis (methylene 3-(3′, 5′ di *tert*butyl 4′ hydroxyphenyl) - propionate) methane.	December 31, 1966	6754
29.23	Mebeverine hydrochloride	As in previous column .	December 31, 1966	6743
29.31	Pentachlorothiophenol .	As in previous column .	December 31, 1966	6642
29.35	Dextromethorphan . .	Dextromethorphan base .	December 31, 1966	6801
29.35	3-Morpholino-1-phenyl-1-(2-thienyl)propan-1-ol methiodide.	Iodide of α-thienyl-1, phenyl-1, N methyl morhpolinium - 3 propane-ol-1 (tiemonium iodide).	December 31, 1966	6802
29.36	*N*-Dichlorofluoro methylthio-*N′N′*-dimethyl-*N*-phenylsulphamide.	(N′(Dichlorofluoromethylthio)-N, N-dimethyl-N-phenylsulfamide.	December 31, 1966	6773
29.41	Aesculin . . .	As in previous column .	December 31, 1966	6813
29.44	Bacitracin zinc . .	Zinc bacitracin . .	December 31, 1966	6797

Imports from Japan, 1966

THE BOARD OF TRADE, in Notice to Importers No. 1136, dated January 8, invited applications from previous licence-holders desiring a repeat of their allocations under the following quotas for imports from Japan in 1966:

(a) Metallic toys of a value for Customs purposes less than 23s. 6d. each (the value for Customs purposes may broadly be taken as the c.i.f. value) . . . £1,000,000
(b) Ceramic toys and ceramic parts of toys . . . £100,000
(c) Domestic pottery falling within headings 69.11 to 69.14 inclusive of the Customs Tariff £300,000

Applications should be made on Form ILB/A in the usual way and should be sent to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4.

As these quotas remain at unchanged levels, it will not be possible on this occasion to entertain applications from newcomers.

Imports of pottery certified by the Japanese Design Center to be of traditional Japanese design will still be admissible outside the quota against the production of 'certificates of approval' issued by the Center.

As already announced, individual import licences are no longer necessary for cutlery from Japan, nor for toys other than those specified above. In addition radio goods have been completely freed from control, and it will not be necessary to produce Japanese export certificates in order to clear them through Customs. Voluntary control arrangements will, however, continue to operate for most textile goods.

New chairman for Board of Trade Advisory Committee

MR. DOUGLAS JAY, President of the Board of Trade, has accepted with regret the resignation of Mr. W. K. M. Slimmings, as chairman of the Board of Trade Advisory Committee, from July 1, 1966. Mr. Slimmings has held this appointment since April 1960, when the Committee was set up under the Local Employment Act, 1960. Before that Mr. Slimmings was chairman of the Development Areas Treasury Advisory Committee from August 1957.

The President has appointed Sir William Lawson to succeed Mr. Slimmings as chairman of the Committee with effect from the same date.

Notes:

The Board of Trade Advisory Committee (BOTAC) was set up under the Local Employment Act, 1960. The members are business and professional men and none of them are civil servants. All applications for loan assistance under the Act are determined by BOTAC and all applications for building grants under the Local Employment Act, 1963, are referred by the Board of Trade to BOTAC for advice.

Since April 1, 1960 (the date on which the Act came into force) BOTAC has considered 1,100 loan applications and has recommended loan assistance exceeding £87 million.

Facilities for the showing of sales promotion films overseas

MANY EMBASSIES and Consular posts in countries overseas can offer facilities to visiting British businessmen to show sales promotion or prestige industrial films to prospective customers or agents.

The facilities which are available vary widely from country to country, but there are few posts in the more important markets which cannot provide at least a 16 mm. projector and the services of a projectionist.

In many places, a small hall or a large room can be made available, and in a few places there is a full-scale cinema which can be provided for shows of this kind. Some posts hold libraries which contain a large selection of industrial films and documentaries; or if sufficient warning is given, prints can often be obtained from the Overseas Film Library in London.

Films from these sources could be used to supplement more specialized sales promotion films provided by visiting representatives.

Businessmen intending to visit particular territories and wishing to take advantage of any facilities of this nature which are available, should write in the first instance to Films Section, Information Executive Department, Foreign Office, London, S.W.1. This section will be able to provide general information about the facilities available, and will be glad to put intending visitors in direct contact with officials abroad, in order that detailed arrangements can be made.

It may not always be possible to provide such facilities free of charge. Where extra expenditure has to be incurred, for example, for the hire of a cinema, it may be necessary to ask visitors to make a contribution towards the cost.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1506 of December 24, 1965, issue.

New Books

The Structure, Function, and Law of a Free Trade Area; the European Free Trade Association, by John S. Lambrinidis (303 pages. Stevens, 77s. 6d.). Free trade areas have been established, or are being considered, by more and more groups of states wishing to combine their economic and commercial activities and resources. This book is the first detailed study of the international and institutional law of a free trade area, its organization and administrative procedures, as opposed to its economic raison d'être. It is based upon an analysis of the development of the most comprehensive free trade area at present in operation, that of the European Free Trade Association established by the Stockholm Convention of 1959. The author begins by explaining the structure of EFTA, examining in detail the functions and procedures of the Council, the Secretary-General, the Secretariat, the Examining Bodies and other organs. Subsequent chapters consider some of the more important proolems peculiar to the operation of a free trade area, such as the rules on the abolition of trade restrictions, the rules-of-origin issue, deflections of trade and the rules of competition, including restrictive business practices, government aids, dumping and the position of public corporations. One chapter is devoted to the legislative problems arising in exceptions and escape clauses. The three concluding chapters deal in detail with solutions to difficulties arising from disparities in the level of economic development of members; the settlement of disputes; and the compatability of the EFTA Convention with GATT arrangements. Throughout the book the author adopts a valuable comparative approach, considering alternative solutions to problems such as those considered in the abortive 1956-58 negotiations for an all-OEEC free trade area, or those actually adopted by the European Economic Community, the Latin American Free Trade Association and other bodies.

The Activities of GATT, 1964/65. General Agreement on Tariffs and Trade (42 pages. 6s. 8d., by post 7s. 2d., from HM Stationery Office and Government bookshops). The latest report on the work undertaken in the GATT covers the period from March 1964 to July 1965. During this time two aspects of the work have had a predominant position: first the great expansion of activities in the GATT designed to assist, in a practical manner, the less-developed countries with their trade and development problems; secondly, the inauguration and initial negotiating stages of the Kennedy Round of trade negotiations. Both of these are dealt with fully in the report, which also summarizes other activities during the period under review. In an annex there are a systematic reference list of the main committees, working parties and groups, and a guide to relevant documentation.

Zambia, by Richard Hall (357 pages. Pall Mall Press, 52s. 6d.). This is the second of a series of volumes on individual African countries being published in the *Pall Mall Library of African Affairs,* which is intended to provide clear, authoritative and objective information about the historical, political, cultural and economic background of modern Africa. Mr. Hall, who is editor of *The Times of Zambia* and has been continuously in the country since 1955, follows the history of Zambia from the early stone age to the present day – dealing at length with the periods of administration by the British South Africa Company, as a Crown Colony from 1924, as a constituent territory of the Federation of Rhodesia and Nyasaland, and finally its emergence as the independent Republic of Zambia, and a member of the Commonwealth in 1964. Subsequent chapters deal with economic history and economic prospects, and with the Copperbelt – the source of so much of the country's wealth. The book is fully documented, and contains a bibliography and index. The volume in the same series dealing with *Ethiopia,* by Richard Greenfield, was published in 1965; several other titles are in active preparation.

Wholesale and Retail Trade in Tanganyika. A study of distribution in East Africa, by H. C. G. Hawkins (168 pages. Praeger, £6 15s.). This rather expensive book, reproduced from typewriter script, appears in the *Praeger special studies in international economics and development* series. The investigation, on which the study is based, was carried out by the author as a member of the staff of the Economist Intelligence Unit at the request of the Tanganyika Ministry of Commerce and Industry during the period April to August 1962. It is claimed that the changes which have taken place, since the investigation, in the structure and operations of the distribution system have not been extensive, and the information contained in the study is still both relevant and of practical value. The survey was conducted by means of 220 full scale interviews with importers, wholesalers and retailers, supplemented by briefer interviews with the smaller retailers in both urban and rural areas. Forty-five of Tanganyika's 55 districts were visited. The emphasis in this study is on practicalities and explanations are given in detail of local methods and difficulties. Chapters deal with the characteristics of the Tanganyika economy, the background of distribution in Tanganyika, the structure of the distribution system, and an assessment of the distribution system. The book should be of value to exporters requiring a knowledge of the workings of the wholesale and retail trades in Tanganyika.

The Research and Development Effort in Western Europe, North America and the Soviet Union. An experimental international comparison of research expenditures and manpower in 1962, by C. Freeman and A. Young. Organization for Economic Co-operation and Development (152 pages. 15s., by post 15s. 10d., from HM Stationery Office and Government bookshops). The data contained in this study is based on figures that were already in existence for the United States of America, USSR, Belgium, France, Germany, the Netherlands and the United Kingdom. The authors stress that statistics of R and D have only recently been collected and national procedures still vary, thus making comparison hazardous. The principal adjustments made to achieve comparability affected research in the social sciences, capital expenditure, higher expenditure and expenditure abroad. The main sections of the study cover: gross expenditure on R and D; manpower engaged on R and D; distribution of R and D expenditures; the 'technological balance of payments' and patent statistics; migration of scientific manpower; and international and regional factors in location of research.

Budgets Familiaux, 1963/64: Luxembourg, issued as No. 1 in the series *Statistiques Sociales: Série Spéciale,* is the first of eight studies to be published by the Statistical Office of the European Economic Community (415 pages. 29s., by post 32s., from HM Stationery Office and Government bookshops). Following the success of an earlier survey of the family budgets of mine and steel workers in the Common Market countries, published as *Budgets Familiaux des Ouvriers de la CECA, 1956/57* (*Statistiques Sociales, 1960 No. 1*), the Statistical Office of the Community, in close co-operation with the national statistical offices of the six Member states, carried out a further wider survey in 1963/64 covering about 42,000 households of industrial workers, civil servants, employees, farmers and farm labourers, representing about 60 or 70 per cent of the Community's total population. This study on Luxembourg includes a description of how the survey was conducted; an outline of certain major categories of household expenditure and consumption in relation to a number of social factors, such as occupational group, size of family and standard of living; and a statistical appendix containing detailed tables on expenditure and consumption and quantities of food and fuels consumed. Similar studies on the five other Member states are to be published, followed by a study of the Community as a whole and an econometric analysis of the wide range of figures processed. The text of the volume reviewed is in French and German.

Thomson's Dictionary of Banking, (11th edition) edited by F. E. Perry and F. R. Ryder (641 pages. Pitman, £5 5s.). In his preface to the first edition of this work the author takes as his intention 'to provide in one volume the means of obtaining information with the minimum of trouble upon any subject connected with the business of banking.' That intention has been liberally fulfilled. Indeed in this present volume articles are to be found covering such subjects as the perpetual calendar, the original model for the figure of Britannia, and the history of Maundy money. Historical notes add an interesting sidelight to many articles, such as those on the Old Lady of Threadneedle Street, and on 'panics', and guidance is given on dealing with, for instance, drunken persons, a lost deposit pass book, and the mental incapacity of a customer. But it is upon the wealth of information on all aspects of the banker's ordinary duties that the value of the book lies. A feature of the work is the extensive quotations given from relevant Acts of Parliament, such as the Currency and Bank Notes Act and the Companies Act. The whole of the Bills of Exchange Act, 1882, is given – the sections being distributed under appropriate headings, and references to these articles supplied under the title of the Act itself. References to appropriate law cases are cited, and in most instances bibliographical details are given of the reports and other publications mentioned. This new 11th edition takes into account the changes that have taken place in recent years, including new techniques in accountancy methods, new statutes affecting banking, new law cases, new devices to attract business, and the impact of the Common Market. The sections dealing with executor and trust work have also been considerably expanded. The book has two appendices: one on 'Scottish banking' (26 pages) and the other on 'Irish land laws in their relation to banking' (6 pages). Both have been revised for this new edition.

Other publications

ROTTERDAM YEARBOOK 1965-66. 164 pages. Der Hafenkurier, Witte de Withstraat 73, Rotterdam. 15s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1966	Stores	Location	Auctioneers
Jan. 20 & 21	Webster & Bennett boring and turning machine; K & W vertical cylinder reborer; 22 centre lathes 3½ in. to 13 in.;	Technical Stores Depot, Old Dalby, Melton Mowbray. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. Melton Mowbray 3081).

milling machines; pillar and bench drills; guillotines; bending and rolling machine; shearers; tool and cutter, tool post, flexible shaft, pedestal and DE grinders; valve refacers; cylinder and main bearing reborers; presses; hearths and forges; paint spraying and tyre inflation plants; vehicle washing pumps; generators; heavy duty compressors; machine tool spares; air conditioners and refrigeration units; woodworking machines; pneumatic tools; photographic equipment; electrical and test equipment; sewing machines; trailer vans and trailers; general stores.

Jan. 25 & 26	Electrical equipment; camera spares; 100 binoculars 7 x 50; electronic valves;	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073).

Staffa hand operated crane (2 tons capacity); Booth steam loco crane, 4 ft. 8½ in. gauge 5-ton; telephone, wireless and electrical equipment; old tyres; MT spares; 7,000 jerrycans; miscellaneous saddlery; 16,000 wooden forms; boots; pedal cycle spares; 5 tons curled hair; worsted yarn; old canvas; carpet; leather; rags, rope and cordage; 1,400 hot water bottle covers; various chemical stores; miscellaneous sparking plugs; 1,100 pairs bedroom slippers; furniture and kitchenware; blankets; pillows; mattresses; miscellaneous stores.

Feb. 8	Machine tools, plant and equipment and miscellaneous stores including:	Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Radio spares; four tar and bitumen oil-fired heaters (250 gallons capacity); 36 Evinrude & Johnson outboard motors; jerrycan filling machines; motor driven portable air conditioners; old tyre covers; GEC electric furnace; Millar concrete mixer; three dolly converters (two-wheeled); furniture; clothing; textiles.

Feb. 15 to 18 inclusive	Vehicles including:	Ordnance Storage and Disposal Depot, Ruddington, Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

Limousines; saloon cars; estate cars; dual-purpose vehicles; excavators; tractors; trucks; earth moving equipment; Land Rovers, etc.

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sales. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1966	Stores	Location	Auctioneers
Feb. 3	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053).

The above sale will include:

Clothing and equipment: Greatcoats, jackets, blouses and trousers, raincoats, khaki drill clothing, woollen pullovers, socks and stockings, shirt and collars, pants and vests, string vests, PT vests, aircrew drawers, blue gym shorts, navy blue clothing, kerosene suits, denim clothing, PVC jerkins, combat clothing, outer coats, duffel coats, rubberized coats, cold weather clothing, groundsheets, lightweight flying suits, airmen's caps and berets, cotton scarves, WRAF clothing, webbing equipment including packs (large – approximately 14,000), and haversacks (approximately 26,000), kitbags, air travel bags and holdalls, mess tins, water bottles, respirator face pieces, goggles, etc.

Footwear: Black boots and shoes, black leather flying boots, fur-lined flying boots, cold weather boots, kerosene boots, rubber knee boots, WRAF overboots, canvas shoes, etc.

Electrical equipment: Motors, generators, alternators, transformers, regulators, rectifiers, invertors, lead-acid, alkaline and dry batteries, battery chargers and charging panels, floodlights, landing lamps and various lamps, electric fans and heaters, switches, wall sockets, cable, test equipment, meters and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, ground camera, polaroid camera, epidiascopes, episcopes, enlargers, glazing drums, exposure meters, various lenses, photographic paper and plates, film and bromide paper, chemicals and miscellaneous equipment.

General stores: Ball and roller bearings, aircraft wheels, fuel pumps, actuators, hydraulic equipment, fire extinguishers, rubber dinghies (approximately 700), brake parachutes, towing arms, four-wheel transporter chassis, lashing gear, panniers, steel cradles, hydraulic press, plate glass, fibreglass cowlings in wooden cases, furniture, and a large quantity of miscellaneous stores.

Catalogues for the above sale may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Full Sutton, East Riding of Yorkshire, 11 miles York, 2 miles Stamford Bridge, 5 miles Pocklington, R. M. English & Son Ltd., will sell by auction at The Feathers Hotel, Pocklington, on Wednesday January 26, 1966, at 3 p.m.: 490·091 acres of excellent Freehold Agricultural Land mostly with Vacant Possession.

Three T.2 Hangars and Buildings and Land, suitable for a variety of Industrial, Distribution or Storage Purposes, and being the major portion of the former Full Sutton Airfield.

The land is for the main part productive free working arable, excellently drained, and suitable for all Cash, Root and cereal crops.

Vacant possession of all but 24·341 acres on completion.

The buildings include three T.2 Hangars each 240 ft. by 122 ft. and at present let on annual tenancies at a total rent of £4,200 per annum.

The remainder of the buildings together with a site of 17·956 acres include four Romneys, Marston span roofed steel framed shed 76 ft. by 46 ft. and a very considerable number of permanent brick built asbestos roofed buildings, two Nissen buildings, intersected by convenient roads with vacant possession on completion. To be offered in 15 convenient lots.

For Catalogues and permission to view apply to the Auctioneers: R. M. English & Son Ltd., Market Street, Pocklington, Yorks. (Tel. Pocklington 2106 and 3198).

Fifeshire. For Sale by Public Tender. Tentsmuir Salmon Fishings, extending some 3¾ miles along the coastline from the mouth of the River Eden towards the estuary of the Firth of Tay, with accommodation and net drawing and drying facilities.

For Particulars apply: Messrs. Thomas J. Addly, Son & Co., 13 Young Street, Edinburgh, 2. (Tel. Caledonian 4151), or The Defence Land Agent (RAF) Ministry of Defence, Lands 3d., Tolworth Tower, Surbiton, Surrey. (Tel. Elmbridge 5281, Ext. 223).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 95	+ 79	+10	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+172	+126	+13	+12
3rd quarter	124	128	146	140	123	106	155	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	159	128	170	186	156	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	161	189	159	+ 57	+ 49	—10	+11
2nd quarter	126	131	152	145	123	107	159	127	165	182	164	+ 95	+ 83	— 5	+ 6
3rd quarter		131		147	124	108		131	152				+ 71	+21	+19
1965															
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
October	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..
November						110									

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices								series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1965								309	265	+44	..			
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	164*	117*	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter					111·2*	130·2*		305	255	—29	—34			
1965														
May	165	123	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	167*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	164*	117*	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	166*	121*	132·9	+4·8	111·1*	130·2*	161·0	309	265	—10	—12	151	146	..
November			133·5	+4·5	111·2*	130·2*	162·0	301	253	—12	—16	156	153	
December					111·4*	130·3*		304	246	— 7	—11			

† Not seasonally adjusted. * Provisional.

Industry's capital expenditure in the third quarter of 1965

REVISED ESTIMATES for the third quarter of 1965 confirm that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) fell by 2 per cent from the second quarter. Within this total change, investment in manufacturing is now estimated to be 3 per cent higher than in the second quarter, and in the distributive and service trades (excluding shipping) to be 5½ per cent lower.

Manufacturing industry

Capital expenditure in manufacturing industry showed a rise of 3 per cent (at 1958 prices, seasonally adjusted) from the second quarter; thus, investment in the third quarter was only a little below the average of the first half of 1965. Of the nine industry groups for which figures are shown in Table 2, six (accounting for about two-thirds of manufacturers' capital expenditure) increased their investment, the biggest rise being in chemicals, which reached a new peak exceeding the high level in the first quarter of the year. Marked increases were also recorded in food, drink and tobacco industries (also reaching a peak) and textiles, leather and clothing. Investment in the engineering, shipbuilding and metal goods industries was markedly down for the second quarter running, reaching the lowest level for nearly two years. The increase for chemicals and the decrease in the engineering and allied industries' investment means that for the first time the latter industries have been displaced as the main spenders among the nine groups of Table 2 on capital items. The vehicles and paper, printing and publishing industries also showed lower capital expenditure than in the second quarter. Higher expenditure on plant and machinery more than accounted for the increase in manufacturing investment as a whole, small decreases occurring in expenditure on new building work and vehicles.

Distributive industries

Capital expenditure in the distributive and service industries (excluding shipping) fell by about 5½ per cent between the second and third quarters (see Table 3). The decline seems to confirm the downward trend suggested by the second quarter's figures. The level remains high, however, compared with earlier years. While in the third quarter of 1965 it returned to about the average of the first half of 1964, this was well above the levels of earlier years, whereas the current high investment by manufacturing industry is still around the level of the previous peak of 1961.

Investment in the wholesale and retail trades was about the same in the second and third quarters of 1965, almost the whole of the fall between the two quarters occurring in other service industries; the data for these industries is less reliable than elsewhere, but the recent falls appear to have occurred fairly widely.

For the shipping industry, the revised estimates for the third quarter show a fall in investment of about 25 per cent from the second quarter.

(*text continued on page* 58)

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

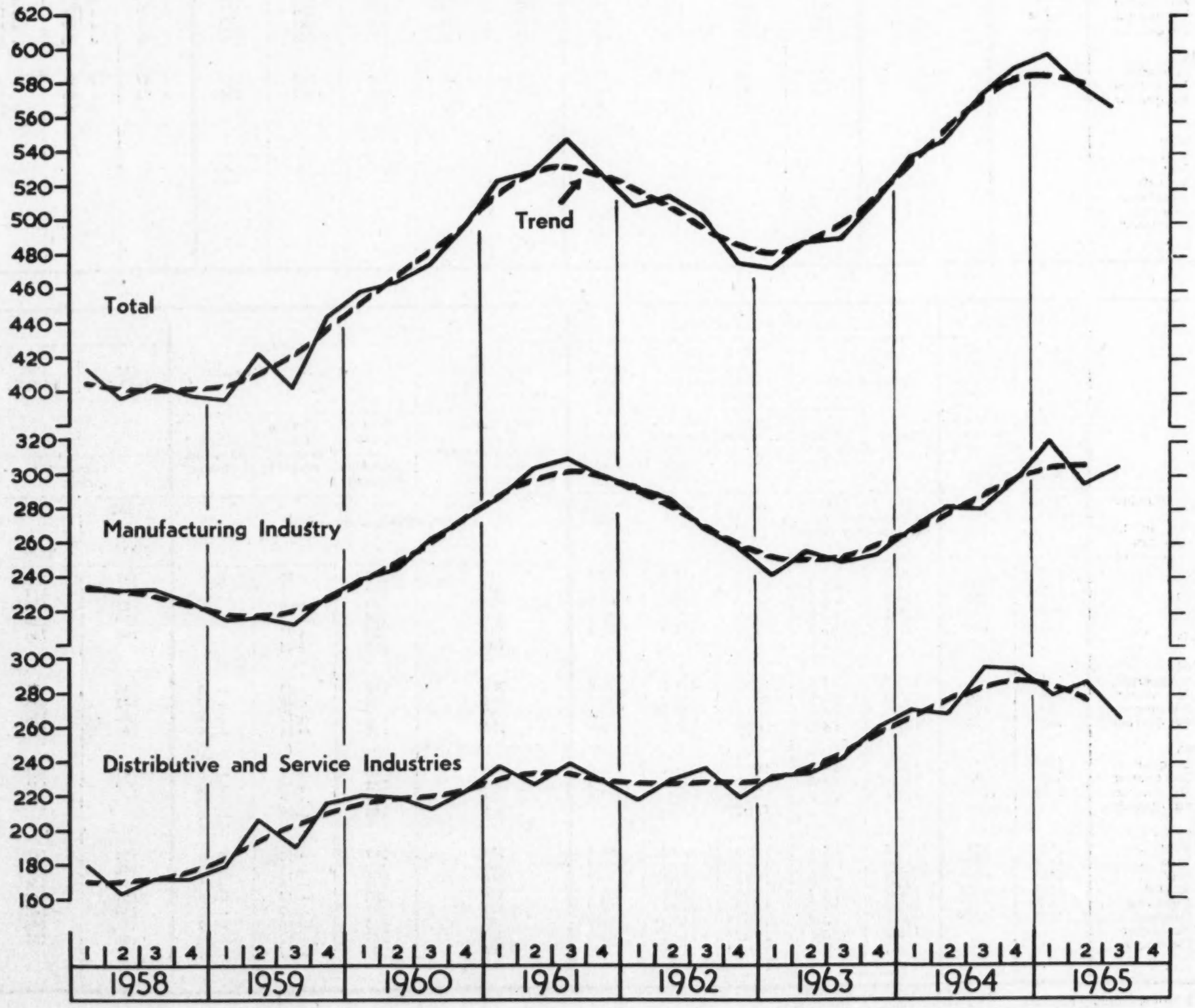


Table 1—Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Services Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,122	2,240	685	519	1,036
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	159	126	251
2nd quarter	279	266	545	166	124	255
3rd quarter	278	294	572	176	137	259
4th quarter	294	293	587	183	132	272
1965 1st quarter	318	277	595	193	120	282
2nd quarter	293	284	577	185	131	261
3rd quarter	302	262	564	180	116	268

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small ; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2 — Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·0	4·7	54·5	25·5	67·2	27·3	36·9	24·8	33·9	317·8	91·4	24·5	201·9
2nd quarter	39·1	4·9	51·8	23·9	60·3	27·5	30·3	24·6	30·2	292·6	84·8	22·1	185·7
3rd quarter	45·0	5·0	59·1	24·5	54·7	24·8	33·0	22·1	33·6	301·8	82·7	21·0	198·1

Table 3 — Fixed capital expenditure in the distributive and service trades at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE TRADES				New Building Work	Vehicles (excluding ships of the Shipping Industry)	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII Part of XIX, XXI, Part of XXII and XXIII	XVII Part of XIX, XX, Part of XXI Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	440	715	270	223	222
1961	126	105	195	503	803	313	237	253
1962	104	116	187	492	795	327	221	247
1963	85	126	204	548	878	328	226	284
1964	124	145	232	621	998	372	307	319
1960 1st quarter	40	22	43	115	180	70	55	55
2nd quarter	43	25	43	108	176	67	55	54
3rd quarter	38	26	44	104	174	64	54	56
4th quarter	37	27	45	113	185	69	59	57
1961 1st quarter	39	28	44	126	198	75	60	63
2nd quarter	27	27	47	125	199	78	58	63
3rd quarter	31	26	52	129	207	79	65	63
4th quarter	29	24	52	123	199	81	54	64
1962 1st quarter	26	25	52	114	191	78	53	60
2nd quarter	33	27	48	121	196	81	53	62
3rd quarter	22	33	46	134	213	91	58	64
4th quarter	23	31	41	123	195	77	57	61
1963 1st quarter	23	29	52	127	208	80	61	67
2nd quarter	18	32	47	135	214	81	65	68
3rd quarter	22	31	51	137	219	81	65	73
4th quarter	22	34	54	149	237	86	75	76
1964 1st quarter	28	35	57	149	241	84	76	81
2nd quarter	27	34	60	145	239	88	74	77
3rd quarter	37	36	58	163	257	100	78	79
4th quarter	32	40	57	164	261	100	79	82
1965 1st quarter	15	41	60	161	262	100	82	80
2nd quarter	30	38	57	159	254	99	80	75
3rd quarter	22	38	56	146	240	97	73	70

Table 4 — Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,167	2,411
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	271	544
2nd quarter	304	272	576
3rd quarter	311	294	605
4th quarter	356	330	686
1965 1st quarter	337	289	626
2nd quarter	333	298	631
3rd quarter	354	272	626

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

(*text continued from page* 56)

Revision of previous figures

The figures for the distributive and service industries (excluding shipping) have been revised since they were last published.

The figures for 1964 have been revised following the publication of the results of the Inquiry into the Distributive and Service Trades for 1964. The revision has the effect of decreasing total expenditure in the year by £5 million at current prices. There has been some increase for new building work and a decrease in plant and machinery expenditure, compared with the unrevised figures. These revisions do not, however, include any revision of the estimates incorporated for the catering trade, and some further change may be required when the results of the special inquiry into catering for 1964 become available shortly.

The revisions have been carried through to the quarters of 1964 and in consequence the figures for 1965 (which are calculated by linking them to 1964 figures) have also been revised.

Following the above revisions to the quarterly figures for 1964 and 1965, the series has been subjected to a further round of seasonal adjustment calculations. However, the revisions arising from this have had no significant effect, and no alteration has been made to the figures before 1964.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly, at £1 a year, post free:

Boxes, Cartons and Fibre Board Packing Cases for October, 1965.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for October 1965.
Pottery and Electrical Ware for October 1965.
Wheeled Tractors for October 1965.

Quarterly, at 7s. 6d. a year, post free:

Jewellery for July-September 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, duri ng the week ended Friday January 7, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 1908	Br/E 30831	11	January 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Pathe Pictorial Series 573/585:					
Pathe Pictorial No. 577	Br/E 30990	9	January 5	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 578	Br/E 30991	8	January 5	" "	" "
Four In the Morning	Br/E 30993	94	January 6	Connoisseur Films Ltd.	West One Film Producers Ltd.
Movietone News 1908A	Br/E 30832	8	January 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Pathe News 66-1	Br/E 30917	8	January 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-2	Br/E 30918	8	January 7	" "	" "
FOREIGN					
Blood and Black Lace (Sei Donne per l'Assasino)	F 30987	88	January 3	Gala Film Distributors Ltd.	Rome-Paris Films, Paris, and Arco, Rome.
The Love Cage	F 30988	97	January 5	Metro-Goldwyn-Mayer Pictures Ltd.	C.I.P.R.A., Paris.
The Adventures of Scaramouche	F 30989	91	January 5	Compton-Cameo Films Ltd.	Compagnie Cinematographie Mondial, Rome, Producciones Benito Perojo, Madrid, and Capitale Films, Paris.
The World of Abbott and Costello	F 30992	79	January 7	Rank Film Distributors Ltd.	Universal International Films Inc.

Gold and convertible currency reserves in December

AFTER FURTHER repayment of drawings on Central Bank facilities, and some loan service payments to the United States and Canada, the gold and convertible currency reserves rose by £6 million during December to stand at £1,073 million at the end of the month.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Retailers' stocks in November

STOCKS HELD by retailers at the end of November were 7 per cent higher than a year earlier, the same increase as in October, and compared with 8 per cent at the end of the third quarter. In volume terms retailers' stocks were 5 per cent higher in November than in the corresponding period last year.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	129	133	134	142	152	
1961	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	123	120	116	120	120	128	137	
1961	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	

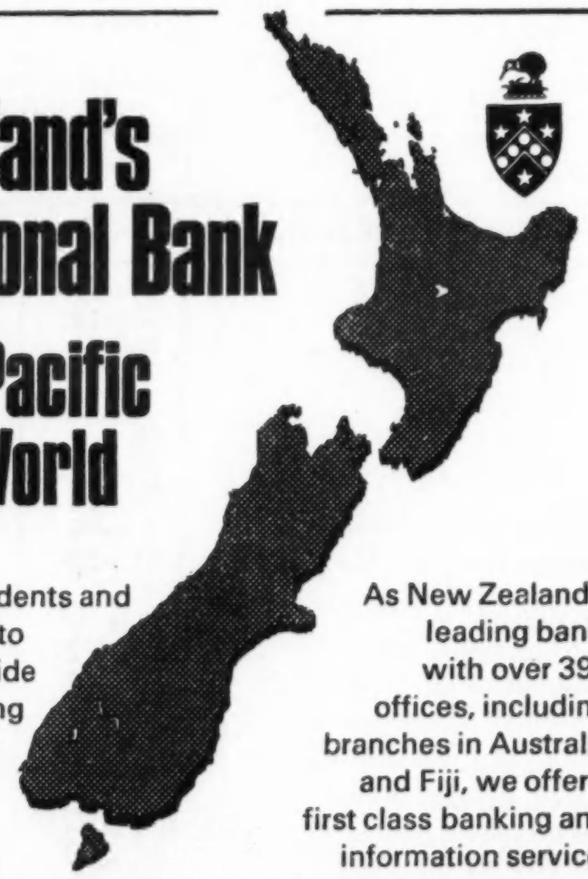
(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains 793 films and 43 filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

New Zealand's International Bank links the Pacific with the World



Through correspondents and agents we are able to conduct a world-wide international banking business. Enquiries are welcomed both in London and at Head Office.

As New Zealand's leading bank, with over 390 offices, including branches in Australia and Fiji, we offer a first class banking and information service.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861

London Main Office: 1 Queen Victoria Street · EC4
Piccadilly Circus Office: 54 Regent Street · W1
Haymarket Office: 30 Royal Opera Arcade · SW1
Head Office: P.O. Box 2392 · Wellington · New Zealand

Industry's stocks in the third quarter of 1965

FINAL ESTIMATES of private industry's stockholding in the third quarter of 1965 show an increase of £111 million (at 1958 prices, seasonally adjusted). Stocks of manufacturing industry rose slightly less than in the second quarter but those of the distributive trades rose substantially to bring stockbuilding to its highest level for a year. The difference between the provisional estimate (£99 million) and the final figure is concentrated on wholesalers' stocks; this series has been revised (see below), the effect being to raise stock-building in 1964 and 1965.

Manufacturers' stocks

The rise in manufacturers' stocks in the third quarter of 1965 is confirmed at £71 million (at 1958 prices, seasonally adjusted). Within this total work in progress rose rather more sharply, and materials and fuel less, than was provisionally estimated. The ratio of stocks to manufacturing production rose again, reaching a level higher than for two years, and is almost at the average level of 1957-64.

Stocks of materials and fuel rose rather less in the third quarter than in the second, though the increase was a little higher than in the first quarter of 1965; this pattern of increases largely reflects

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1964	6,156	1,017	1,133	8,306
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+72	+47	+451
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 1	+ 3	+ 51
2nd quarter	— 9	+19	+18	+ 28
3rd quarter	— 12	— 9	— 1	— 22
4th quarter	+ 61	+20	+35	+116
1964 1st quarter	+ 79	+10	+ 3	+ 92
2nd quarter	+126	+13	+12	+151
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 50	+30	+15	+ 95
1965 1st quarter	+ 49	—10	+11	+ 50
2nd quarter	+ 83	— 5	+ 6	+ 84
3rd quarter	+ 71	+21	+19	+111

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1964	885	546	475	2,959	686	605	6,156	2,263	2,269	1,624
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+14	+ 8	+ 49	+ 3	+ 66	— 20
2nd quarter	—11	+38	— 4	+ 49	— 5	+16	+ 83	+ 21	— 16	+ 78
3rd quarter	+22	— 2	+ 3	+ 41	—12	+19	+ 71	+ 8	+ 27	+ 36

changes in the chemicals industries. The more varied movements in the other assets were caused primarily by stock changes in the engineering, shipbuilding and vehicles industries. Stocks rose in the third quarter in all industries except the chemicals and textiles groups, but only in engineering, shipbuilding and vehicles, and 'other manufacturing industries' have stocks increased throughout the year.

Wholesalers' stocks

The series of changes in the stocks held by wholesalers have been revised to take into account the results of the Annual Inquiry into the Distributive and Service Trades for 1964 (published in the *Board of Trade Journal* of December 31, 1965) and new seasonal

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1964
810	General wholesale distributors . . 1960	— 1	+10	+15	+ 2	+26	
	1961	+28	+10	— 2	—10	+26	
	1962	— 6	—11	+16	+ 5	+ 4	
	1963	— 2	+12	—11	+14	+13	
	1964	+ 1	+ 7	+10	+27	+45	662
	1965	— 9	— 1	+17			
831	Dealers in coal, builders' materials, etc. 1960	N/C	+ 1	N/C	+ 3	+ 4	
	1961	+ 1	+ 1	— 1	— 1	N/C	
	1962	+ 1	N/C	+ 2	+ 1	+ 4	
	1963	+ 3	+ 2	— 3	+ 3	+ 5	
	1964	+ 3	N/C	+ 5	— 2	+ 6	96
	1965	— 4	— 2	+ 1			
832	Dealers in industrial materials and machinery 1960	+ 1	N/C	+ 4	+13	+18	
	1961	+ 6	+ 6	— 6	+ 4	+10	
	1962	+ 5	+ 4	+ 8	— 3	+14	
	1963	— 2	+ 5	+ 5	+ 3	+11	
	1964	+ 6	+ 6	+ 4	+ 5	+21	259
	1965	+ 3	— 2	+ 3			
	Total wholesalers 1960	N/C	+11	+19	+18	+48	
	1961	+35	+17	— 9	— 7	+36	
	1962	N/C	— 7	+26	+ 3	+22	
	1963	— 1	+19	— 9	+20	+29	
	1964	+10	+13	+19	+30	+72	1,017
	1965	—10	— 5	+21			

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1964
Manufacturing (b) 1960	+128	+181	+128	+161	+598	
1961	+112	+104	+ 47	+ 55	+318	
1962	+ 9	+ 29	+ 14	+ 33	+ 85	
1963	+ 67	N/C	+ 10	+152	+229	
1964	+120	+180	+108	+144	+552	6,830
1965	+121	+149	+104			
Wholesaling (c) 1960	+ 7	+ 18	+ 52	— 22	+ 55	
1961	+ 44	+ 20	+ 15	— 36	+ 43	
1962	+ 6	+ 5	+ 40	— 19	+ 32	
1963	— 6	+ 23	+ 23	+ 8	+ 48	
1964	+ 14	+ 30	+ 62	+ 18	+124	1,121
1965	— 1	+ 9	+ 54			
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 90	1,252
1965	+ 73	— 1	+ 6			
Total (e) 1960	+203	+214	+161	+119	+697	
1961	+225	+160	+ 52	— 15	+422	
1962	+ 75	+ 33	+ 53	+ 1	+162	
1963	+117	+ 17	+ 20	+186	+340	
1964	+189	+223	+177	+177	+766	9,203
1965	+193	+157	+164			

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

This bus was recently delivered to the Lakehaven Bus Co., of Durban, South Africa by Guy Motors Ltd., Coventry. It is a Guy Warrior 18ft. wheelbase 'Trambus', fitted with AV 470 engine and six-speed gearbox. It has a single-speed rear axle and is fitted with 10.00 x 20 x 14 ply tyres. The African-built front-entrance body seats 64 passengers, plus 18 standees.

adjustment factors have been computed. These revisions substantially amended the rise in wholesalers' stocks during 1964 from the estimate of £44 million (at 1958 prices), which has previously been published, to £72 million. The main part of this amendment was in MLH 832 (dealers in industrial materials and machinery), where the sample for the quarterly inquiry is weakest. The only substantial change caused by the recalculation of the seasonal adjustment factors to take into account the latest figures has been in MLH 810 (general wholesale distributors), which has affected the total to some extent. The seasonal pattern in this group appears to have changed in recent years. In the past stockbuilding in the fourth quarter was markedly lower than in the other quarters of a year; recently this relationship has been less pronounced. The revised seasonal factors have taken this change into account and the seasonally adjusted estimates of stockbuilding in the fourth quarters of 1963 and 1964 have been reduced relative to those for the other quarters.

As a result of the revisions and information received since the provisional calculations the final estimate of wholesalers' stockbuilding is substantially larger than that published at the provisional stage. The increase in wholesalers' stocks in the third quarter more than compensated for the falls in the first two quarters of 1965, and brings wholesalers' stocks to a higher level than that at the end of 1964. Because of revisions to the second quarter's figures the turnround between the second and third quarters, although large, is not significantly greater than that previously published. Most of the change in the third quarter took place in MLH 810 in which stocks rose sharply.

The relationship of manufacturers' stocks to manufacturing production

Table 5

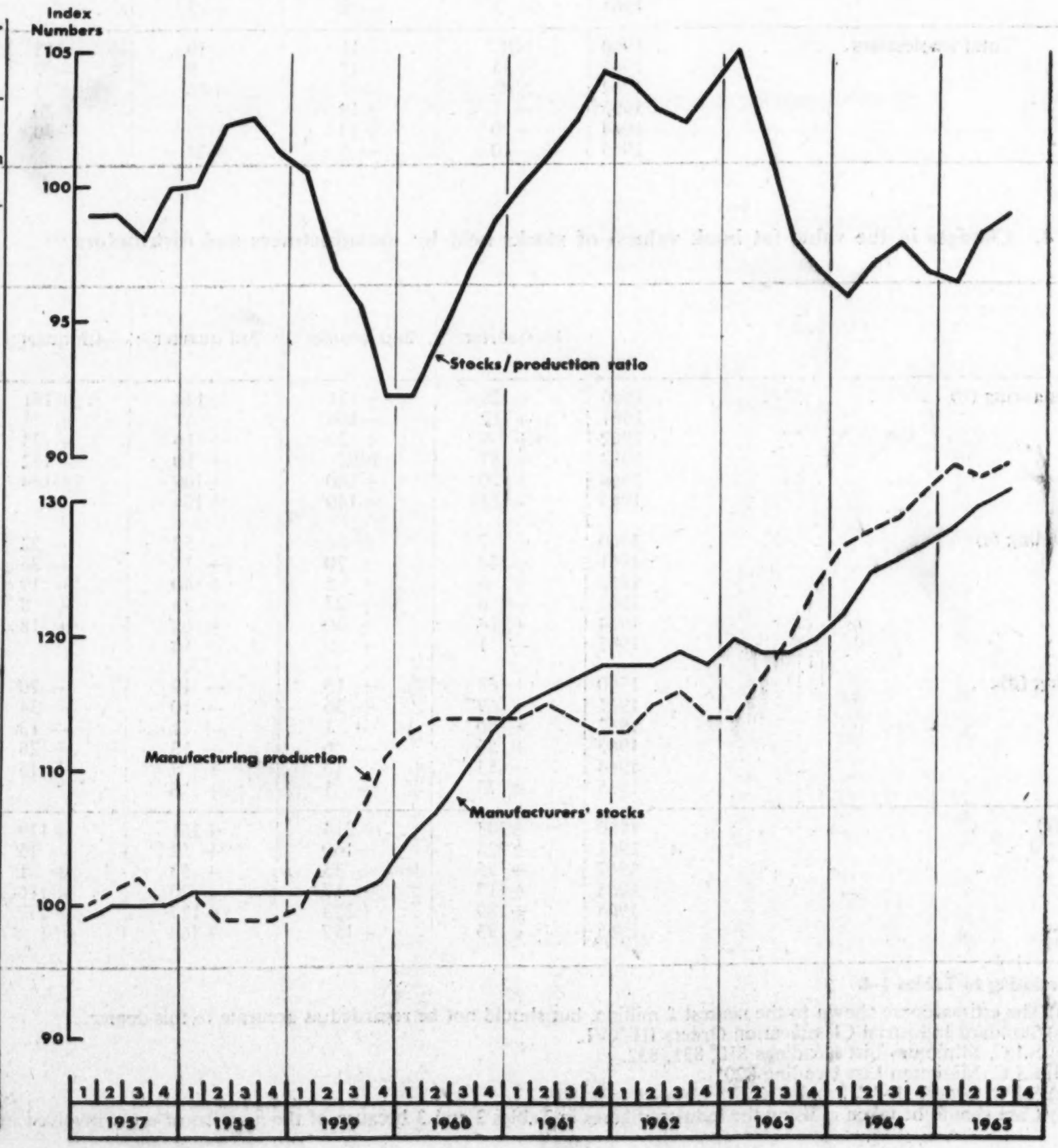
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·3
	2	116	115	100·3
	3	117	114	102·4
	4	118	113	104 4
1962	1	118	113	104·1
	2	118	115	102·9
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·6
	3	119	121	98·0
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	128	97·3
	3	126	129	98·1
	4	127	131	97·0
1965	1	128	133	96·7
	2	130	132	98·3
	3	131	133	99·1

Notes

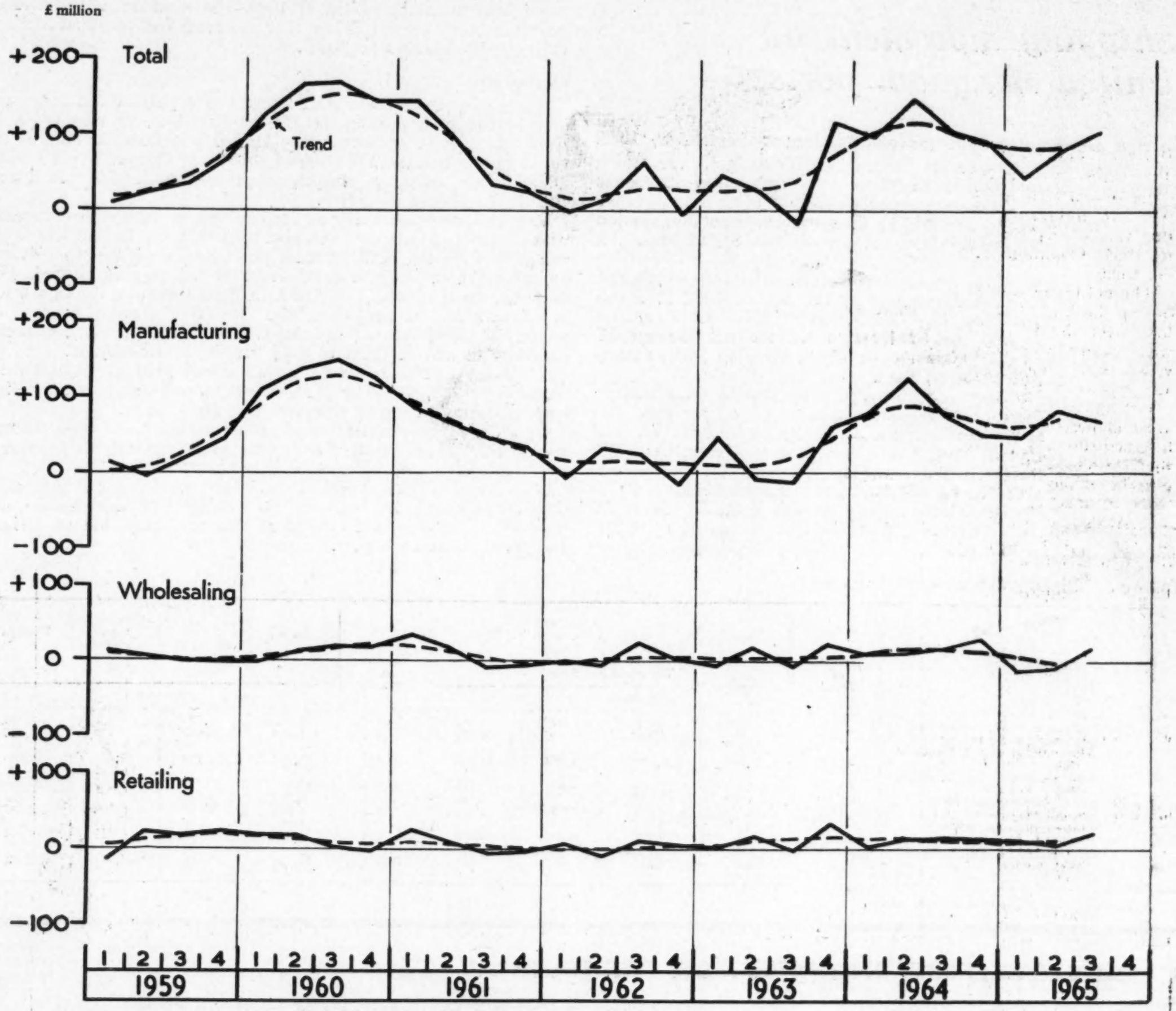
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

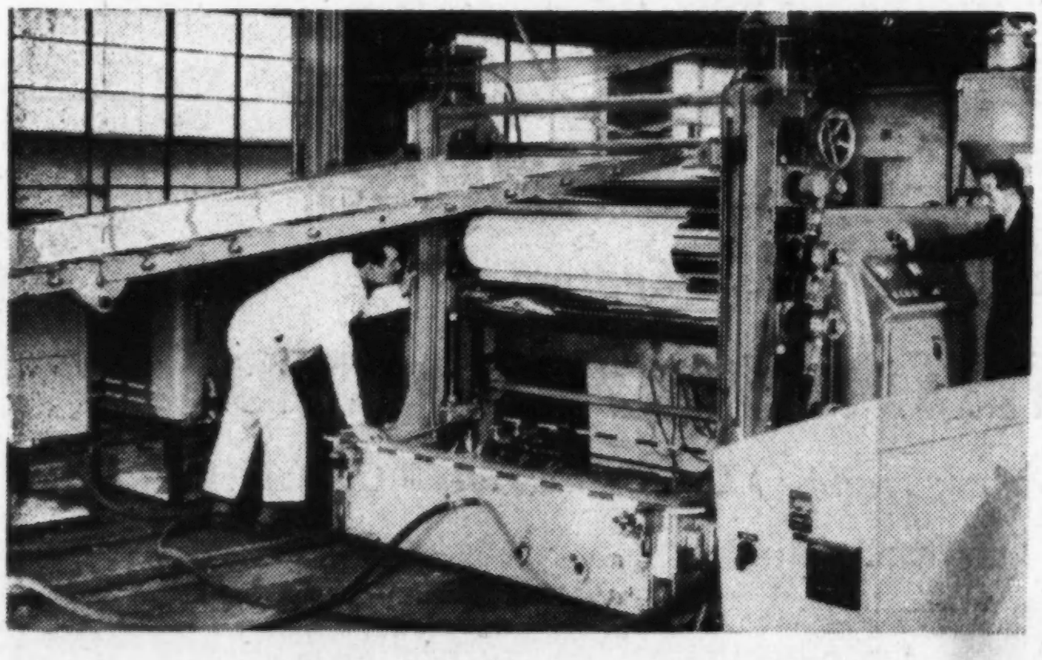
(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks/production ratios are calculated from unrounded estimates of the data in the previous two columns.



Changes in industry's stocks at 1958 prices seasonally adjusted





Caplux opal translucent extruded acrylic sheet being polished on a three-bowl calender unit at Castrol Plastics Limited, West Hartlepool.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton, *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants, 122,000 came in 1964. Wihout formality your staff ean have personal access to 10 miles of current scientific and technical literature, including 9,000 series of up-to-date periodicals and many books and patent specifications. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Shipping movement at United Kingdom ports

Foreign and coastal trade movements, January-September, 1965.

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first nine months of 1965 amounted to 125,971 thousand net tons: this was nearly 3 per cent higher than the corresponding period in 1964. Commonwealth vessels accounted for 61,167 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the first nine months showed an increase of 4,192 thousand tons over the figure for the same period of 1964. This increase was mainly accounted for by increases in the net tonnage of vessels flying the Panamanian (43 per cent), Liberian (33 per cent) and Norwegian (12 per cent) flags.

Entrances and clearances with cargo from and to most trading areas showed increases over the corresponding period for 1964, the largest being a 13 per cent increase of 1,835 thousand net tons for the Europe (Atlantic) and West Mediterranean countries, but entrances and clearances from and to the East Africa, Persian Gulf and India area fell by 937 thousand net tons (7 per cent).

Arrivals and departures with cargo of vessels in the foreign trade at the ports of Milford Haven and Harwich increased by 1,791 thousand net tons and 683 thousand net tons respectively.

Total arrivals and departures with cargo in the coasting trade for January to September, 1965, showed a 6 per cent increase compared with the same period of 1964. The most notable individual port increases were for Bristol (827 thousand net tons) and Milford Haven (697 thousand net tons).

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at U.K. ports

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	For month of September 1964	5,482	9,014	3,971	191	4,852	4,590	5,202	2,649	168	2,385
	For month of September 1965	5,761	9,082	4,216	206	4,659	4,604	5,108	2,636	149	2,324
	Nine months ending September 1964	48,042	78,5.4	36,125	1,794	40,646	40,379	44,007	22,590	1,451	19,966
	Nine months ending September 1965	49,351	82,100	35,694	1,891	44,515	39,969	43,871	22,193	13,89	20,290
In ballast:	Month of September 1964	1,743	2,308	1,125	57	1,126	2,611	6,098	2,494	73	3,531
	Month of September 1965	2,012	2,720	1,474	39	1,207	2,967	6,506	3,007	102	3,397
	Nine months ending September 1964	14,733	19,488	9,171	470	9,848	22,624	54,235	22,799	851	30,584
	Nine months ending September 1965	15,022	20,168	10,061	492	9,615	24,184	58,332	23,317	1,043	33,972

(1) Including Irish Republic and South Africa.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

• DIRECT ROAD FERRY TO THE CONTINENT •

Through Services to All Parts of Western Europe

BRIT - EUROPEAN TRANSPORT LTD.

Box Trailers - Tilt Trailers - Refrigerated Trailers - Tank Trailers - Lancashire Flats - Containers

LONDON
8 CITY ROAD,
LONDON, E.C.1
Tel: NATONAL 0075
Telex: 27859

STOKE-ON-TRENT
SCHOLAR GREEN,
STOKE-ON-TRENT
Tel: KIDS GROVE 2131
Telex: 36188

TROWBRIDGE
CANAL ROAD,
TROWBRIDGE,
WILTS.
Tel: TROWBRIDGE 3575

HULL
WESTMINSTER BANK CHAMBERS,
LOWGATE, HULL
Tel: HULL 20644
Telex: 52215

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	September		Nine months ended September		September		Nine months ended September	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,810	1,890	15,759	15,752	1,635	1,598	14,119	13,429
Other Commonwealth	122	151	1,186	1,226	180	181	1,485	1,513
Foreign	3,550	3,720	31,097	32,373	2,775	2,825	24,775	25,027
Total	5,482	5,761	48,042	49,351	4,590	4,604	40,379	39,969
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	3,971	4,216	36,125	35,694	2,649	2,636	22,590	22,193
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	191	206	1,787	1,888	168	149	1,444	1,389
Soviet	95	80	613	705	54	28	265	262
Finnish	70	57	499	561	32	27	277	232
Swedish	256	305	2,658	2,997	87	73	941	1,053
Norwegian	1,049	1,102	8,793	9,769	444	482	3,346	3,821
Danish	224	209	2,150	2,275	173	167	1,301	1,458
Polish	24	13	187	185	17	12	157	131
German	333	421	2,775	3,208	172	196	1,775	1,984
Dutch	736	619	6,041	5,848	442	429	4,173	3,932
Belgian	181	203	1,595	1,733	144	174	1,317	1,371
French	436	446	3,253	3,663	267	340	2,197	2,352
Spanish	36	38	457	465	42	34	448	425
Italian	155	87	1,008	1,236	1	7	46	52
Yugoslav	12	26	110	106	9	4	61	62
Greek	183	185	1,483	1,788	57	52	362	452
United States of America	337	174	2,538	1,701	262	141	2,074	1,294
Panamanian	160	102	888	1,229	22	34	155	260
Liberian	464	487	4,314	5,737	65	21	243	336
Other	100	107	1,285	1,219	96	103	828	813
Total foreign	4,852	4,659	40,646	44,515	2,385	2,324	19,966	20,290
TOTAL	9,014	9,082	78,564	82,100	5,202	5,108	44,007	43,871
Trading areas:								
Irish Republic	459	556	3,804	4,168	442	540	3,717	4,078
Northern Europe (Foreign)	2,147	2,168	18,923	19,545	1,766	1,710	15,632	15,505
Europe (Atlantic) and Western Mediterranean Countries	1,003	1,243	8,285	9,573	854	911	6,275	6,822
Central and Eastern Mediterranean Countries	888	869	7,570	9,181	115	140	1,267	1,188
West and South Africa	461	533	4,607	5,438	188	172	1,895	1,808
East Africa, Persian Gulf, India	1,271	1,164	11,509	10,583	213	230	2,131	2,120
Eastern Asia and Islands in the Pacific	181	177	1,851	1,748	177	190	1,528	1,627
Australasia	259	218	2,559	2,527	204	180	1,627	1,543
North America (Atlantic Coast)	1,345	1,315	9,819	9,552	919	750	6,836	6,415
West Indies and Central America (Atlantic Coast)	652	593	6,322	6,705	164	144	1,364	1,363
South America (Atlantic Coast)	173	153	1,414	1,498	97	86	999	829
South and Central America (Pacific Coast)	34	11	437	338	22	8	218	163
North America (Pacific Coast)	126	77	1,356	1,182	40	44	510	396
Other areas	13	5	107	61	2	4	8	13
Total Commonwealth Countries (1)	2,934	2,875	26,153	25,870	1,410	1,534	12,023	12,526
Total Foreign Countries	6,080	6,207	52,411	56,230	3,792	3,575	31,984	31,346
TOTAL	9,014	9,082	78,564	82,100	5,202	5,108	44,007	43,871

(1) Includes Irish Republic and South Africa.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

ANGLO-SCANDINAVIAN TRADE REVIEW

The journal for advertising to buyers of shipbuilding, engineering and electronic equipment in the four markets — Norway, Denmark, Sweden and Finland. A.B.C. Certificate.
Rates include translation.

Send for full details to:

ANGLO-SCANDINAVIAN TRADE REVIEW
Walter House, Bedford Street, London, W.C.2.
Temple Bar 9058/9/0 and 3685

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.
23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

Table 3. Foreign trade arrivals and departures at principal ports for the period January—September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	9	9	28	60	36	72	56	29	89	70	38	105
Bristol	3,278	3,074	1,416	3,395	3,184	1,504	422	487	522	3,103	2,853	1,239
Cardiff	1,255	1,237	525	1,468	1,444	743	502	342	456	1,792	1,587	820
Dover	3,005	3,041	2,471	6,738	7,580	6,356	2,866	2,940	2,269	6,668	7,554	6,257
Falmouth (inc. Truro)	32	51	44	867	671	237	9	2	9	1,358	978	232
Folkestone	556	636	559	965	1,049	833	4[illegible]4	461	435	1,020	1,092	863
Grimsby (inc. Immingham)	1,961	2,025	2,037	2,430	2,234	2,218	770	443	648	2,449	2,111	2,205
Harwich	3,144	3,467	2,709	3,304	3,696	2,908	3,267	3,627	2,792	3,372	3,744	2,971
Holyhead	1,140	1,317	935	1,215	1,394	1,001	1,128	1,302	929	1,212	1,374	980
Hull	3,417	3,512	2,892	3,834	3,747	3,202	1,460	1,235	1,814	3,691	3,652	3,034
Lancaster	384	187	51	400	210	88	13	15	42	283	174	67
Liverpool	11,258	11,340	4,262	13,434	13,316	5,253	5,709	5,512	3,474	13,490	13,701	5,199
London	21,616	21,916	11,634	27,557	27,482	14,068	11,363	10,773	8,709	26,846	26,245	14,225
Manchester (inc. Runcorn)	4,195	4,273	2,017	4,455	4,511	2,294	1,500	1,370	1,525	4,139	3,935	2,315
Middlesbrough	2,291	2,361	998	3,107	3,172	1,399	1,389	1,547	1,099	3,232	3,451	1,587
Milford Haven	3,138	4,570	286	3,605	5,437	623	403	762	236	3,627	5,109	533
Newhaven	516	831	1,018	557	919	1,140	534	759	980	555	880	1,109
Newport (Mon.)	1,015	916	429	1,528	1,391	704	862	785	584	1,577	1,594	781
Plymouth	199	199	383	435	518	627	98	110	312	555	507	622
Southampton	12,326	12,921	2,215	15,592	15,623	2,856	6,406	6,419	1,823	15,416	15,405	2,846
Swansea	953	637	374	2,108	1,665	1,124	1,755	1,592	1,467	2,415	1,928	1,571
Tyne Ports	1,926	1,940	1,159	2,859	2,942	1,615	1,415	1,249	974	3,309	3,413	1,561
Glasgow	3,946	4,086	1,259	4,584	4,659	1,455	2,152	2,072	843	4,717	4,727	1,426
Grangemouth	801	695	829	1,186	1,089	1,017	939	898	802	1,357	1,174	1,038
Greenock	570	605	110	1,558	1,820	287	345	369	55	1,532	2,030	289
Leith	635	638	857	678	713	907	264	263	541	593	627	813
Belfast	1,477	1,654	950	1,556	1,732	1,056	2[illegible]5	379	383	1,284	1,525	782
Other Ports	6,693	7,082	12,594	8,236	8,634	16,531	3,674	3,942	9,376	7,954	8,448	16,185
TOTAL	91,738	95,220	55,041	117,709	120,869	72,118	50,092	49,683	43,188	117,616	119,945	71,655

Table 4. Coasting trade arrivals and departures at principal ports for the period January—September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	18	20	57	1,705	1,545	2,036	1,680	1,527	1,932	1,706	1,550	1,999
Bristol	837	1,165	1,004	1,371	1,640	3,617	464	963	2,247	1,610	2,012	3,901
Cardiff	247	461	644	1,020	1,213	2,552	212	232	1,064	723	941	2,458
Cowes	1,768	1,505	7,730	3,756	3,599	16,164	1,684	1,404	6,943	3,769	3,588	16,118
Falmouth	133	138	163	759	563	523	84	84	311	256	189	475
Hartlepool	29	56	85	541	467	474	469	391	338	523	477	480
Hull	708	687	325	1,229	1,281	1,220	471	595	865	1,386	1,310	1,300
Immingham	269	528	105	837	1,104	703	433	754	569	900	1,161	735
Lancaster	1,045	1,197	733	1,219	1,485	1,157	1,219	982	872	1,317	1,245	1,038
Liverpool	2,231	2,564	2,367	3,155	3,623	3,632	2,165	2,373	2,885	3,402	3,654	3,718
London	5,624	5,653	5,209	7,406	7,225	7,404	1,804	1,810	2,305	7,942	7,781	7,337
Manchester	792	704	579	1,162	1,088	1,343	649	649	761	1,285	1,202	1,318
Middlesbrough	273	330	309	981	1,042	1,135	338	261	495	778	799	935
Milford Haven	311	202	74	1,710	2,438	896	1,793	2,599	929	1,844	2,769	982
Newport (Mon.)	265	283	1,079	513	462	1,221	132	17	43	433	336	1,138
Portsmouth	312	312	1,447	2,470	2,445	9,960	63	61	716	2,452	2,448	9,934
Preston	766	836	1,389	841	917	1,589	703	787	1,264	881	960	1,653
Southampton	2,065	2,488	8,359	4,374	4,416	10,296	3,689	3,759	8,459	4,378	4,406	10,464
Sunderland	186	192	267	1,477	1,290	1,490	1,195	999	1,099	1,427	1,247	1,420
Swansea	132	102	370	1,333	1,236	2,867	825	754	1,944	978	931	2,374
Tyne Ports	479	523	167	2,732	2,876	2,016	1,295	1,374	1,441	2,206	2,389	1,959
Glasgow	970	943	892	1,597	1,611	1,411	631	718	798	1,344	1,520	1,441
Belfast	4,510	4,592	6,079	4,923	4,910	6,588	3,643	3,835	4,428	4,920	5,013	6,708
Other Ports	9,688	10,347	23,390	14,120	14,724	37,322	7,008	7,622	15,083	13,998	14,595	36,919
TOTAL	33,660	35,823	62,823	61,228	63,200	117,616	32,647	34,549	57,791	60,458	62,523	116,824

(Table 5 at foot of next page)

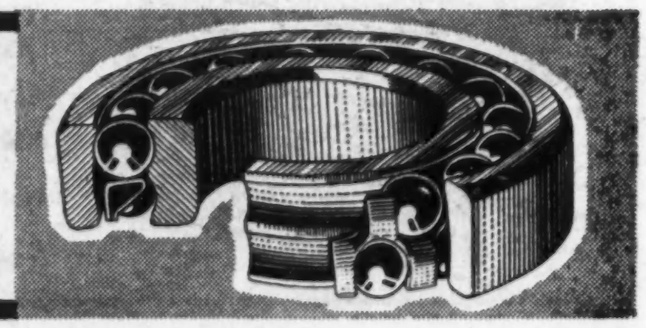
VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
895-921 FULHAM RD LONDON SW6
RENOWN 6174 TELEX 23453


UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November

Unit value index numbers of imports and exports (Table 1)

IN NOVEMBER the overall export unit value index was unchanged at 109. The overall import unit value index increased by almost ½ per cent but this was insufficient to alter either the rounded index or the terms of trade which remained at 107 and 102 respectively (1961=100).

There was a rise of almost 1 per cent in the manufactured goods import unit value index due almost entirely to further increased average values of copper. The rise of over ½ per cent in the food, beverages and tobacco index reflected increased average values of imported tobacco and fruit. These rises were only partly offset by a fall of ½ per cent in the basic materials index.

There was no change in the total export unit value index nor in the index for manufactured goods. A rise of ½ per cent in the metals index and a marginal rise in the other manufactured goods index were offset by falls of almost 1 per cent in the textiles index and ½ per cent in the chemicals index.

Volume of imports and exports (Table 2)

Although the trend of imports was affected by special factors last year, the average monthly volume of imports up to November was only fractionally higher than the average for 1964. The volume of imports fell sharply in the early months of last year but increased again in the summer before easing back a little more recently. In the latest three months (September to November), the volume of imports was 1 per cent less, seasonally adjusted, than in the three months June to August, with falls in all the main groups of commodities.

Imports of food, beverages and tobacco fluctuated widely last year, but after the sharp rise, in the middle months of 1965 they now appear to be levelling out. Their volume in the latest three months was slightly less than it was in the June-August period; in the first eleven months of 1965 their volume averaged nearly 2 per cent less than the monthly rate for 1964. Imports of basic materials, which after the decline at the beginning of 1965 had remained on a fairly steady trend, despite variations in the monthly figures, fell by nearly 2 per cent in the latest three months. Compared with the rate for 1964, the volume of these imports up to November of last year was about 1 per cent higher. The fall in the volume of imports of fuels after the high rates in the first half year, continued rather more slowly in the later months of 1965, with a modest reduction of nearly 2 per cent in the three months September-November. On average, in the first 11 months of 1965, there was an 8 per cent increase in the volume of fuel imports compared with the average rate in 1964. The volume of imports of manufactured goods showed a further decrease of 1 per cent in the three months September to November. After falling earlier these had risen in the middle months of last year, largely because of an influx of goods following the reduction in the import charge. The recent fall was in both semi and finished manufactures. Compared with the average for 1964 as a whole there was a fall of just over ½ per cent in the volume of manufactures in the first 11 months of 1965, with a rise of about 3 per cent in finished manufactures and a fall of about the same amount in semi-manufactured goods.

The underlying trend in the volume of exports continued to move upwards in the latter months of 1965, but less strongly after the sharp rise in the third quarter. In the three months September to November, the volume increased by ½ per cent seasonally adjusted, as compared with the previous three months, but was nearly 3 per cent higher than the average for the first half of 1965. For the first eleven months of last year, the volume of exports was on average 4 per cent higher than the average for the year 1964.

The volume of exports of manufactured goods showed little change in the three months September to November compared with the previous three, and on average in the first 11 months of 1965 these exports were 4 per cent more than the rate for 1964. Most of the increase took place after the first half year. In the latest three months there were significant increases in chemicals, textiles and in machinery and transport equipment but exports of metals fell back after rising strongly in the first three quarters of last year. The volume of exports of other manufactured goods continued to decline in the most recent months. Exports of non-manufactures continue to increase. Their volume was nearly 6 per cent more in the three months September to November of last year than in the previous three, with a large part of the increase in exports of fuels (which tend to fluctuate). Exports of basic materials rose moderately, but there was little change in exports of food, beverages and tobacco.

Note:

This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of 'Economic Trends'. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones, etc. in the import and export statistics and the revised valuation of parcel post imports.

(tables on following pages)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

SHIPPING MOVEMENT, *continued*

Table 5. Coasting trade movement at UK ports

		Arrived				Departed			
Coasting Trade – Great Britain		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of September 1964	6,198	3,225	2,794	430	6,154	3,194	2,737	456
	Month of September 1965	6,282	3,156	2,687	469	5,868	3,166	2,693	473
	Nine months ending September 1964	56,081	28,587	24,522	4,065	54,551	28,742	24,289	4,453
	Nine months ending Septembe r1965	55,291	30,629	25,406	5,224	52,583	30,452	24,892	5,560
In ballast:	Month of September 1964	6,570	2,919	2,509	410	6,527	2,787	2,472	315
	Month of September 1965	6,012	2,840	2,373	466	6,202	2,788	2,383	404
	Nine months ending September 1964	59,178	27,123	22,694	4,429	58,687	26,174	22,353	3,821
	Nine months ending September 1965	54,130	27,014	22,130	4,884	55,856	26,390	22,185	4,205
Coasting Trade – United Kingdom									
With cargo:	Month of September 1964	6,981	3,756	3,299	457	6,697	3,631	3,153	477
	Month of September 1965	7,127	3,699	3,211	488	6,460	3,630	3,106	524
	Nine months ending September 1964	63,201	33,660	29,226	4,434	59,446	32,647	27,927	4,720
	Nine months ending September 1965	62,823	35,823	30,195	5,629	57,791	34,549	28,674	5,875
In ballast:	Month of September 1964	6,634	2,952	2,535	417	6,863	2,948	2,614	334
	Month of September 1965	6,081	2,874	2,390	483	6,633	2,954	2,529	424
	Nine months ending September 1964	59,853	27,568	23,091	4,477	61,872	27,811	23,799	4,012
	Nine months ending September 1965	54,793	27,377	22,416	4,960	59,033	27,975	23,475	4,500

(a) Commonwealth and Irish Republic.

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
Section or Division	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
1963 November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November	107	113	102	89	111	109	102	110	105	108	115	111	110	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester 2

United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
1964 September	116	107	100	133	131	94	101	93	113	91	82	88	106
October	127	111	113	134	148	114	125	112	132	108	101	105	135
November	116	108	107	125	127	114	132	111	127	113	109	105	123
December	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January	119	99	114	145	127	107	110	107	121	98	97	107	110
February	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
2nd quarter	*120*	*101*	*110*	*139*	*138*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*128*
3rd quarter	*123*	*109*	*109*	*132*	*142*	*118*	*126*	*116*	*131*	*107*	*112*	*115*	*122*
1964 September	*122*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December	*120*	*100*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*141*	*151*	*113*	*115*	*113*	*126*	*104*	*108*	*109*	*126*
June	*118*	*99*	*106*	*137*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*140*	*142*	*124*	*128*	*122*	*135*	*111*	*120*	*119*	*130*
August	*126*	*118*	*110*	*132*	*144*	*116*	*114*	*116*	*126*	*100*	*109*	*115*	*126*
September	*119*	*104*	*108*	*124*	*139*	*114*	*135*	*111*	*130*	*109*	*107*	*110*	*109*
October	*120*	*104*	*106*	*134*	*141*	*116*	*122*	*116*	*132*	*105*	*112*	*114*	*119*
November	*123*	*113*	*105*	*144*	*139*	*122*	*124*	*122*	*134*	*100*	*107*	*125*	*132*

WHOLESALE PRICES INDICES

Higher prices for materials in the fourth quarter

PRICES OF MATERIALS and fuel rose by not quite 1 per cent in the fourth quarter. They had fallen by nearly as much in the third quarter. Movements in the index during 1965 were within fairly narrow limits and by the end of the year the index was still a little lower than in the fourth quarter of 1964. The recent increase in materials prices has been in both the food and non-food sectors, although over the full year the movements were rather different, with the non-food index 1 per cent higher and the index for the food manufacturing industries 3 per cent lower.

There was a small increase in output prices in the fourth quarter. The rise in output prices slowed down considerably in the second half of last year, the increase of 1 per cent between the second and fourth quarters, comparing with a 3 per cent rise between the fourth quarter of 1964 and the second quarter of 1965. The rise over the year as a whole (measured between fourth quarters) was 4 per cent, much the same as during 1964. Part of the rise in 1965 was in the drink and tobacco industries, where excise duties were raised substantially. In the food sector, small fluctuations apart, output prices remained steady in the second half of the year and were only a little higher than at the end of 1964. The index for the non-food sector continued to rise throughout the year, though slowly in the last six months, and by the fourth quarter was some 3 per cent up on a year earlier.

Materials and fuel used in broad sectors of the industry

The recent rise in the index for the food industries was due to small increases in a number of products, including home-produced and imported cereals, cocoa and packaging materials. The index numbers for the non-food groups of industries showed varied movements in the fourth quarter. The chemicals index, although moving up fractionally in recent months, was still a little lower than in the third quarter. Prices of paper materials were significantly lower, reflecting the fall in woodpulp prices. There was little change in the timber index, but the index numbers for the textile industries, the mechanical engineering industries and the electrical machinery industry were all higher, under the influence of increased prices for imported materials such as wool and copper. All the non-food industries' index numbers were higher than a year earlier, ranging from a marginal increase in prices of textile materials to a rise of 4 per cent in the index for electrical machinery.

Prices of materials used in construction and for housebuilding rose a little further in the fourth quarter, but the increases were much smaller than in the preceding three quarters. Compared with a year earlier both index numbers were up by about 3 per cent.

Output of broad sectors of industry

The slowing down in the rate of increase in the output prices of the non-food sector of manufacturing industry was not reflected consistently in the index numbers for the broad groups of industry published in Table 2. The provisional index for chemicals edged down a little further in the fourth quarter and the iron and steel index was marginally lower than in the third quarter. The other index numbers continued to rise, however, although the rates of increase in timber and paper were noticeably slower than in the first half of the year. All index numbers were up on a year earlier, the biggest increases occurring in the paper and timber groups of industries.

The provisional index of new construction costs was unchanged in the fourth quarter, about 2 per cent more than in the fourth quarter of 1964.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland:
West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Humberside Region
City House, Leeds, 1. (Tel. Leeds 38232
Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1.
(Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2.
(Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CITy 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast.
(Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964	1965				1964	1965							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·2	107·7	107·6	106·9	107·8*	107·9	107·6	107·2	106·8	106·6	107·1	107·4*	107·7*	108·3*
	Basic materials	104·3	103·3	103·2	102·3	103·4*	103·9	103·3	102·8	102·3	102·1	102·6	103·0*	103·2*	103·9*
	Fuel	138·4	141·2	141·1	141·8	142·2*	138·8	140·9	141·6	141·7	141·8	141·9	141·9*	142·3*	142·3*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·9	109·7	110·9	110·5	111·2*	109·4	111·3	110·7	110·5	110·2	110·6	111·1*	111·2*	111·4*
	Basic materials other than fuel	104·9	104·2	105·7	105·0	105·8*	104·2	106·1	105·5	105·1	104·7	105·2	105·6*	105·8*	106·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·4	104·8	102·2	100·3	101·9*	105·8	101·6	101·5	100·3	99·5	101·0	101·0*	101·5*	103·1*
263 to 277	Materials and fuel used in the chemicals and allied industries.	113·2	114·8	116·7	115·6	115·0*	114·1	116·9	116·6	116·5	115·5	114·8	115·0*	115·0*	115·1*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	137·7	138·6	140·4	140·6	142·3*	137·9	140·6	140·7	140·4	140·6	140·9	141·4*	142·4*	143·1*
361	Materials and fuel used in the electrical machinery industry.	127·8	128·9	130·8	131·2	133·3*	128·7	131·1	131·3	†131·1	131·2	131·4	132·2*	133·6*	134·2*
Order X	Materials and fuel used in the textile industries	95·6	93·6	93·8	94·3	95·9*	94·2	94·0	93·6	94·2	94·1	94·6	95·7*	96·0*	96·1*
Order XIV	Materials and fuel used in the timber industries	117·4	119·4	119·8	120·3	120·5*	118·4	119·9	119·9	120·3	120·4	120·3	120·4*	120·5*	120·6*
Order XV	Materials and fuel used in the paper industries	111·4	114·9	115·0	115·2	113·3*	111·9	114·9	115·0	115·4	115·1	115·1	114·2	112·9*	112·7*
Order XVII	Construction materials	127·6	128·8	130·3	130·9	131·2*	128·3	130·3	130·3	130·8	130·9	131·0	131·2*	131·2*	131·3*
Part of Order XVII	House building materials	128·2	129·8	131·5	132·2	132·4*	129·0	131·5	131·7	132·1	132·2	132·2	132·4*	132·4*	132·5*

*Provisional figure. † Printed in error as 131·2 on December 17, 1965

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964	1965				1964	1965							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	All manufactured products: Total sales	124·9	126·5	128·4	129·1	129·4*	125·3	128·5	128·6	128·8	129·1	129·3	129·4*	129·4*	129·4*
	Home market sales	125·8	127·5	129·8	130·4	130·6*	126·3	129·9	130·0	130·2	130·4	130·5	130·6*	130·6*	130·7*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	125·1	126·9	127·7	128·6	129·0*	125·6	127·8	127·9	128·2	128·6	128·9	128·9*	129·0*	129·0*
	Home market sales	126·3	128·3	129·2	129·9	130·2*	126·8	129·2	129·3	129·6	130·0	130·1	130·2*	130·2*	130·3*
211 to 229	Products of the food manufacturing industries: Home market sales	119·5	120·8	120·3	120·1	120·3*	120·0	120·2	120·2	120·2	119·9	120·2	120·4	120·0*	120·4*
263 to 277	Chemicals and allied industries: Total sales	106·5	107·9	108·3	108·1	108·0*	106·9	108·3	108·2	108·1	108·1	108·0	107·9	108·0*	108·0*
	Home market sales	108·1	109·4	109·7	109·3	109·2*	108·6	109·8	109·7	109·4	109·3	109·1	109·1	109·3*	109·3*
311 and 312	Iron and steel industries: Total sales	129·8	130·2	131·7	132·2	132·1*	129·8	131·8	131·8	132·1	132·3	132·3	132·1	132·1*	132·1*
	†Home market sales	134·6	135·3	136·7	137·2	137·1*	134·7	136·9	136·9	137·2	137·2	137·1	137·1	137·1	137·1*
Order X	Textile industries other than clothing: Total sales	111·3	111·4	111·7	111·3	112·2*	111·5	112·0	111·5	111·3	110·9	111·9	112·1*	112·2*	112·2*
	Home market sales	109·0	109·4	109·8	110·2	111·0*	109·2	110·1	109·5	109·8	110·2	110·5	110·9*	111·0*	111·0*
Order XII	Clothing and footwear: Home market sales	113·1	114·1	115·1	115·7	116·3*	113·3	115·2	115·3	115·6	115·7	115·9	116·1*	116·3*	116·3*
Order XIV	Timber industries: Home market sales	119·0	121·1	121·7	122·9	123·3*	119·9	121·8	122·0	122·4	123·0	123·2	123·3	123·3*	123·4*
481 to 483	Paper industries: Home market sales	115·4	118·3	118·7	118·6	119·0*	116·1	118·7	118·7	118·6	118·6	118·6	118·6*	119·1*	119·3*
Order XVI	New construction‡	131	132	133	134	134*	131		133			134			134*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 423 Oxford Street, W.1 or 49 High Holborn, W.C.1.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1964	1965			
	Dec.	June	Oct.	Nov.	Dec.
Coal†	158·6	152·1	153·7	158·5*	158·5*
Slates	172·5	183·9	183·9	183·9	183·9
Salt	111·0	110·7	111·0	111·0	111·0
Flour	119·3	117·3	117·3	117·3	117·3
Sugar, refined	124·1	111·3	111·4	108·6	113·1
Chocolate and sugar confectionery	109·1	111·1	111·2	110·8*	110·8*
Beer	117·4	127·0	127·2	127·2*	127·2*
Tobacco and cigarettes	139·3	154·6	154·6	154·6	154·6*
Hard coke	164·0	177·0	177·0	177·0	177·0
Motor spirit, standard grade (including duty)	122·7	122·7	122·7	122·7	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·9	128·9	128·9	130·0	130·0
General chemicals	100·7	100·8	100·8	101·2*	101·2*
Pharmaceutical chemicals	65·9	64·1	62·9	62·7*	62·7*
Pharmaceutical preparations	100·5	101·6	101·4	101·8	101·8*
Toilet preparations	133·0	142·1	142·2	142·2*	142·2*
Paint for building and decorating	116·1	116·3	116·3	116·3*	116·3*
Soap	149·3	156·2	155·3	155·1*	154·7*
Soapless detergents	106·4	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	74·7	74·8	74·8	74·8	74·8*
Steel sheets	134·2	135·6	135·4	135·2	135·2
Tinplate	124·2	125·3	127·2	127·2	127·2
Other steel goods (excluding tubes)	133·9	136·5	136·5	136·5	136·5*
Steel tubes	141·0	142·5	144·2	144·2	144·2
Iron castings	146·4	149·5	150·1	150·6*	150·6*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	145·2	145·2	145·2
Rolled	136·3	136·3	136·3	136·3	136·3
Castings	139·5	144·1	144·1	144·1	144·1*
Forgings	135·6	138·3	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	140·9	138·7	149·2	167·6	177·3
Photographic paper and films, etc.	126·0	126·0	126·1	126·1	126·1*
Spectacles, etc.	130·2	130·2	140·4	140·4	140·4
Dental goods	137·2	141·3	142·4	142·7*	142·7*
Gramophone records	138·5	138·5	138·5	138·5	138·5
Domestic electrical appliances	101·3	101·9	101·8	101·7*	101·6*
Perambulators, etc.	124·5	128·0	128·0	128·0	128·0*
Tools and implements	147·8	151·4	151·9	151·9*	151·9*

	1964	1965			
	Dec.	June	Oct.	Nov.	Dec.
Cutlery	132·8	136·1	136·1	136·1	136·1
Cutlery (other than razors and razor blades)	133·9	140·3	140·3	140·3	140·3
Spoons and forks	150·3	156·6	157·8	157·8	157·8
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	147·7	156·6	158·0	§162·6	162·6*
Domestic gas appliances	112·2	113·2	113·2	113·2	113·2*
Cotton yarn	97·8	97·9	97·9	97·9*	97·9*
Spun rayon yarn	106·5	107·4	107·5	105·4	105·4*
Irish linen yarns (wetspun)	134·5	126·3	124·3	124·3*	124·3*
Cotton cloth	105·0	106·0	107·0	107·1*	107·1*
Linen	129·7	130·9	133·3	133·3*	133·3*
Rayon and acetate fabric	119·1	119·8	121·1	120·8*	120·8*
Wool tops	80·9	77·9	83·0	84·8*	84·8*
Worsted yarns	91·7	90·7	95·9	97·3	96·8*
Harris tweed	108·3	108·3	111·8	111·8	111·8*
Serge cloth	99·1	93·3	100·5	101·7	101·7*
Jute yarn	125·4	128·9	125·4	125·4*	125·4*
Jute piece-goods	127·8	132·1	128·4	128·4	128·4*
Rope, twine and net	126·5	122·1	122·3	122·4	121·3*
Hosiery and other knitted goods	100·2	101·2	101·9	102·0	102·0*
Carpets and rugs	127·8	127·8	127·9	127·9*	127·9*
Canvas goods and sacks	105·2	110·6	116·7	116·7*	116·7*
Leather for footwear	108·7	110·8	114·7	114·7*	114·7*
Travel goods	125·4	127·8	128·9	128·9	128·9
Made-up clothing	112·5	114·7	115·6	115·8*	115·8*
Weatherproof outerwear	102·8	104·6	105·0	106·5*	106·5*
Men's and boys' tailored outerwear	114·5	117·7	118·0	118·0*	118·0*
Women's and girls' tailored outerwear	110·1	111·8	112·0	112·3*	112·3*
Women's and girls' light outerwear	110·8	112·6	113·9	113·9*	113·9*
Footwear (excluding rubber)	113·7	114·9	115·5	115·9*	115·9*
Refractory goods, including bricks	149·6	149·8	150·0	150·0*	150·0*
Non-refractory goods, including bricks	130·6	134·9	134·9	134·9*	134·9*
Building bricks, common, other than fletton, *ex works*.	134·8	147·2	147·0	147·0	147·0*
Building bricks, fletton common, *delivered*.	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	132·3	132·8	133·1	137·6	137·6
Domestic china and earthenware	142·3	148·1	150·8	150·8*	150·8*
Glass (other than containers)	135·2	136·5	137·1	137·1	137·1
Glass containers	123·4	130·7	130·7	130·7	130·7

* Provisional figure. † This index is based on prices ruling on the last day of the month. §Revised figure.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964	1965			
	Dec.	June	Oct.	Nov.	Dec.
Cement, delivered	124·5	124·5	131·0	131·0	131·0
Abrasive paper and cloth	128·7	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	117·1	118·1	118·5	118·5	118·5
Home-grown hardwood	104·8	106·5	107·3	107·8*	107·7*
Domestic furniture	121·2	123·4	125·8	125·8*	126·0*
Bedding, etc.	113·5	118·0	118·5	118·5	118·5
Wooden boxes, packing cases, crates, etc.	121·6	124·9	124·9	124·9*	124·9*
Paper and board	113·6	115·0	115·1	115·1	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	116·7	119·9	119·9	121·3*	122·0*
Wallpaper	133·8	138·0	138·0	138·0	138·0
Paper bags	118·4	123·2	123·2	123·2*	123·2*
Manufactured stationery	120·4	123·7	123·7	123·7*	123·7*
Other manufactures of paper and board	108·1	112·1	112·1	112·1*	112·1*
Rubber tyres and tubes	123·4	127·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	118·7	121·9	121·9	121·9*	121·9*
Rubber footwear	135·2	135·0	135·0	135·0	135·0
Linoleum and felt base	138·5	142·0	142·0	142·0	142·0
Brushes and brooms	138·9	142·8	143·0	143·0	143·0*
Toys and games	122·1	126·3	127·1	127·1*	127·1*
Sports equipment	133·9	137·2	138·8	138·8*	138·8*
Pens and pencils	113·8	115·4	115·7	115·7*	115·7*
Other stationers' goods	132·7	133·4	133·4	133·4*	133·4*
Plastic mouldings	104·7	106·0	106·2	106·2*	106·2*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1964	1965			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	90·0	94·3	103·7	103·7	103·7*
Imported	94·8	101·5	110·8	110·8*	110·8*
Native	82·9	83·4	93·1	93·3*	93·3*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·5	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	185·2	190·9	204·5	214·3	221·4
Lead, ex-ship, wharf or warehouse†	144·3	104·9	115·4	112·5	113·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	183·1	208·3	202·2	192·7	195·1
Zinc, ex-ship, wharf or warehouse	159·1	145·8	142·6	138·5	140·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	121·7	115·4§	105·6	102·9	102·9*
Palm oil, c.i.f., in bulk	111·7	129·8§	108·1	109·1	109·1*
Whale oil, acid, soft, naked, ex-works	72·2	103·0§	82·4	85·5	85·5*
Pyrites, c.i.f., United Kingdom ports	63·5	62·8	64·7	64·1	64·1
Rubber, No. 1 R.S.S. one month future	103·0	108·0	97·0	98·5	98·5*
Sulphur, crude (for acid making), c.i.f.	64·2	71·9	82·0	82·0	82·0
Textiles:	154·2	157·0	157·5	158·1	158·1*
Coir yarn, c.i.f. United Kingdom ports	71·8	70·5	69·9	69·9	69·8*
Cotton, raw	156·1	147·3	139·9	140·8*	143·5*
Jute, raw, 'Export Firsts', c.i.f. Dundee	151·3	148·3	135·4	130·8	135·4*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	119·7	133·2	144·1	145·1*	145·1*
Silk, raw, delivered mill	125·6	109·7	97·1	95·1*	95·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	79·1	75·6	83·1	84·3*	84·2*
Wool, raw	88·5	86·7	95·2	95·2	95·2*
Crossbred, medium and coarse, c.i.f. U.K.	80·7	75·7	84·7	87·1*	87·1*
Crossbred, fine, c.i.f. U.K.	72·8	69·3	76·8	78·4	78·4*
Merino, c.i.f. U.K.					
Timber:	115·1	115·1	115·6	115·6	115·6*
Imported hardwood (ex-yard or wharf)	117·2	115·5	116·1	116·1*	116·2*
Imported plywood (delivered to consumers)	116·7	118·5	118·5	118·4	118·4*
Imported softwood (delivered to consumers)	100·9	104·4	103·1	101·3	101·2*
Woodpulp, imported					

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.
§ Revised figure.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1965, but any later changes known to have come into operation are shown. **25s.** (by post 25s. 11d.)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

Retail sales in November

ESTIMATES of retail business in November indicate that the underlying upward movement in the volume of retail sales during the third quarter of 1965 had continued. There was a sharp increase in the seasonally adjusted index of the volume of sales between October and November, an increase which probably owes something to the irregularities in the series, but for the two months taken together the index number at 109 (1961=100) showed a one point increase over that for the third quarter. The underlying upward trend in the value of retail sales also continued. As in the volume series the value of sales after seasonal adjustment rose sharply between October and November. Taking the two months together the index was 122½ compared with 121 in the third quarter and 119 in the second quarter.

Table 1 – Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops: Total	Clothing and footwear shops	Durable goods shops	Other non food shops (b)
1963 4th quarter	110	108	111	110	113	111
1964 1st quarter	111	109	112	110	113	113
2nd quarter	112	111	113	109	116	115
3rd quarter	114	114	115	110	116	117
4th quarter	116	115	118	113	119	120
1965 1st quarter	118	116	121	117	121	122
2nd quarter	119	117	120	115	120	123
3rd quarter	121	119	123	118	121	126
1964 November	116	115	117	112	119	120
December	117	115	118	113	119	120
1965 January	118	116	119	114	120	121
February	118	116	120	115	120	122
March	119	117	122	120	122	124
April	118	117	119	114	120	122
May	119	117	121	118	121	124
June	119	117	120	113	120	123
July / August / September	121	119	123	118	121	126
October	121	121	122	113	124	127
November	124	122	126	124	122	129

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 4th quarter	105	102	107
1964 1st quarter	105	103	107
2nd quarter	105	103	107
3rd quarter	106	103	108
4th quarter	107	103	110
1965 1st quarter	108	104	111
2nd quarter	107	104	110
3rd quarter	108	104	111
1964 November	107	104	110
December	107	103	110
1965 January	107	103	110
February	107	104	111
March	108	104	113
April	106	103	109
May	108	104	111
June	107	103	110
July / August / September	108	104	111
October	108	104	110
November	110	105	114

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Clothing and footwear shops

The rise of 11 points to 124 in November in the seasonally adjusted index of the value of sales by clothing and footwear shops was in marked contrast to the decrease in the index between the third quarter of the year and October. This series is, however, subject to large month-to-month fluctuations, as can be seen from the chart of sales by clothing and footwear shops. It was thought that the mild weather in October might have led to below normal purchases of clothing and footwear for the time of year; and the wintry weather in November may account in some measure for the large rise in sales for that month. A more reliable indication of the underlying trend of sales is probably provided by taking the two months together giving an index of 118, the same as in the third quarter of the year.

Sales by men's and boys' wear shops, women's wear shops and to a somewhat greater extent sales by footwear shops were lower than normal in November 1964; this together with fairly heavy sales in November 1965 accounts for the relatively large percentage increases in sales between November 1964 and November 1965. Taking the figures for October and November together sales by footwear shops were 5 per cent higher than the corresponding period a year earlier, an increase much in line with those during the first nine months of the year, while men's and boys' wear shops and women's wear shops each showed an increase of about 4 per cent which was slightly below the increases for the earlier months of the year. Prices of clothing and footwear during November were just under 2 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of the total turnover of durable goods shops in November was 122 compared with 124 in October and a fairly steady level of around 121 earlier in the year. This is a suggestion here of some upturn in the underlying trend, perhaps due to the recovery in the hire purchase sales of the radio and electrical group of shops but the movements in these figures are quite small compared with the month-to-month irregularities in the series, and at least another month's figures are

(*text continued on page* 79)

Table 2 – Analysis by form of organization

November – Index numbers of values of sales per week, and percentage changes on a year earlier (*a*) 1961 = 100

	Total all retailers	%	Independent retailers	%	Multiple retailers	%	Co-operative societies	%
ALL KINDS OF BUSINESS	130	+7	119	+5	146	+9	114	+3
FOOD SHOPS (h)	122	+6	116	+4	146	+10	108	+3
Grocers	124	+7 (f)	117	+5	155	+12	106	+3 (f)
Butchers	117	+2	..	..	..	..	..	..
Greengrocers, fruiterers	93	+3	94	+3	91	+1	78	—3
Fishmongers, poulterers	121	+1	..	..	..	..	..	..
Bread and flour confectioners	129	+6 (g)	126	+6	134	+6	..	..
Off-licences	141	+5	138	+5	144	+6	..	..
Dairymen	132	+8	..	..	..	..	121	+7
NON-FOOD SHOPS	137	+7	..	..	..	..	..	..
Clothing and footwear shops	132	+10	121	+8	142	+12	137	+7
Footwear shops	129	+15	131	+15	128	+16	129	+12
Men's and boys' wear shops	131	+10	119	+10	142	+10	134	+9
Women's, girls' and infants' wear, drapery and general clothing shops	132	+8	120	+6	148	+12	140	+5
Large (c)	—		129	+5	—		—	
Medium (c)	—		122	+6	—		—	
Small (c)	—		116	+6	—		—	
Durable goods shops	136	+3	121	+1	163	+4	140	+2
Furniture shops	134	+3	129	+4	151	+2	—	
Large (c)	—		126	+1	—		—	
Medium and small (c)	—		130	+5	—		—	
Other durable goods shops	138	+2	111	—2	167	+5	—	
Radio and electrical goods, etc. shops (e)	124	+2	111	—2	150	+9	—	
of which Rental specialists	..		..		172	+11	—	
Electricity showrooms	137	—10	—		137	—10	—	
Gas showrooms	244	+11	—		244	+11	—	
Miscellaneous non-food shops (b)	129	+6	..		..		..	
Confectioners, tobacconists, newsagents	127	+8	125	+7	143	+11	—	
Booksellers, stationers	..		161	+9	..		—	
Chemists, photographic goods dealers (d)	121	+4	105	Nil	143	+8	121	+3
Jewellers	125	—2	123	—3	133	+2	—	
Leather goods, sports goods, toys and fancy goods shops	125	+5	..		..		—	
Ironmongers and hardware shops	121	+8	121	+9	127	+4	—	
Other miscellaneous non-food shops (i)	—		112	—2	—		—	
Department stores	139	+4	—		—		—	
Mail Order Businesses	243	+22	—		—		—	

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (h) (£4,154)				Non-food shops											
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1962 Year	103	+3	100	Nil	104	+4	101	+1	103	+3	100	Nil	102	+ 2	103	+3	103	+3	103	+ 3	108	+ 8
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+ 5	109	+5	107	+4	108	+ 5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+ 4	116	+7	114	+6	113	+ 5	142	+17
1965 Year to date†	116	+6	104	+2	116	+6	103	+1	116	+7	106	+3	110	+ 6	118	+4	115	+7	111	+ 4	160	+18
1964 4th quarter	132	+6	121	+3	120	+7	109	+1	141	+6	132	+3	140	+ 3	136	+5	137	+7	146	+ 5	193	+21
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4	95	+ 6	114	+7	105	+7	100	+ 5	140	+21
2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+ 6	112	+4	115	+7	108	+ 3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+ 7	118	+3	120	+6	113	+ 5	148	+20
1965 July	119	+6	107	+2	117	+4	102	Nil	122	+7	111	+4	117	+ 6	121	+5	121	+7	131	+11	139	+26
August	116	+7	103	+3	118	+7	103	+3	114	+7	103	+3	106	+ 8	113	+3	122	+7	96	+ 3	130	+30
September	117	+5	105	+1	115	+4	101	Nil	119	+5	108	+2	114	+ 7	118	+2	119	+5	113	+ 2	169	+12
October	122	+5	109	+1	118	+5	103	+1	126	+4	114	+1	117	— 1	132	+4	120	+6	123	Nil	204	+16
November	130	+7	116	+3	122	+6	106	+2	137	+7	124	+4	132	+10	136	+3	129	+6	139	+ 4	243	+22

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1962 Year	104	+4	102	+2	102	+2	103	+3	107	+7	107	+7	105	+5	101	+ 1	103	+ 3	102	+2
1963 Year	107	+3	103	+2	100	—2	108	+5	113	+6	114	+6	110	+5	106	+ 4	107	+ 4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+8	118	+7	109	+ 3	111	+ 4	111	+4
1965 Year to date†	117	+6	111	+4	106	+4	119	+4	125	+6	115	+9	126	+7	109	+ 5	111	+ 6	110	+6
1964 4th quarter	119	+6	119	+7	96	+6	123	+7	124	+6	186	+9	122	+8	133	Nil	137	+ 3	143	+4
1965 1st quarter	114	+6	114	+6	100	+5	116	+5	121	+5	109	+9	123	+8	87	+ 6	100	+ 5	95	+6
2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+ 4	114	+ 5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+8	127	+7	112	+ 4	112	+ 7	112	+7
1965 July	116	+4	109	+4	118	+4	118	+1	127	+5	116	+5	126	+6	116	+ 3	120	+ 5	116	+7
August	119	+8	107	+4	117	+7	119	+5	128	+7	115	+9	127	+8	103	+ 3	111	+ 9	105	+9
September	116	+4	110	+3	97	+2	115	+1	126	+5	116	+9	129	+7	117	+ 6	108	+ 6	115	+7
October	120	+6	113	+1	92	+3	123	+3	131	+8	126	+7	131	+9	113	— 5	110	— 1	121	Nil
November	124	+7	117	+2	93	+3	121	+1	129	+6	141	+5	132	+8	129	+15	131	+10	132	+8

(Sales in 1961 £ million)	Durable goods shops								Miscellaneous non-food shops									
	Furniture shops (£399)		Other durable goods shops: Total (£476)		Other durable goods shops: Radio and electrical goods, etc., shops (*e*) (£372)		Other durable goods shops: Electricity showrooms (£85)		Other durable goods shops: Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys, and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (i) (£66)	
1962 Year	102	+2	105	+5	103	+3	108	+ 8	114	+14	104	+4	104	+ 4	103	+3	100	Nil	102	+ 2	102	+2		
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	112	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year to date†	115	+6	122	+4	111	+1	123	— 1	197	+20	119	+8	123	+10	114	+5	109	+ 6	106	+ 8	111	+5	115	+4
1964 4th quarter	130	+ 7	141	+4	132	+1	150	+10	201	+18	126	+7	162	+ 9	136	+7	174	+12	163	+10	122	+3	123	+9
1965 1st quarter	107	+7	122	+7	112	+1	126	+15	191	+29	112	+7	121	+11	102	+6	97	+10	83	+ 9	105	+4	116	+7
2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
1965 July	125	+6	119	+5	112	+4	115	— 9	183	+20	123	+8	118	+13	126	+4	122	+ 8	119	+ 9	112	+5	110	+7
August	110	+3	118	+2	108	+1	112	—11	194	+19	126	+9	119	+ 8	130	+5	121	+ 4	135	+ 7	113	+5	103	+6
September	113	+3	124	+2	111	+2	121	—15	223	+17	122	+7	124	+ 4	114	+2	119	+ 3	122	+ 6	111	+4	110	Nil
October	128	+4	137	+4	125	+4	140	— 2	231	+11	123	+9	142	+15	116	+5	118	+ 6	109	+ 8	115	+3	118	+4
November	134	+3	138	+2	124	+2	137	—10	244	+11	127	+8	161	+ 9	121	+4	125	— 2	125	+ 5	121	+8	112	—2

‡Independent retailers only. * Average 1961 prices. † January-November.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1965 sales was the four weeks from October 31, 1965, to November 27, 1965, the corresponding period in 1964 was from November 1, 1964, to November 28, 1964. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

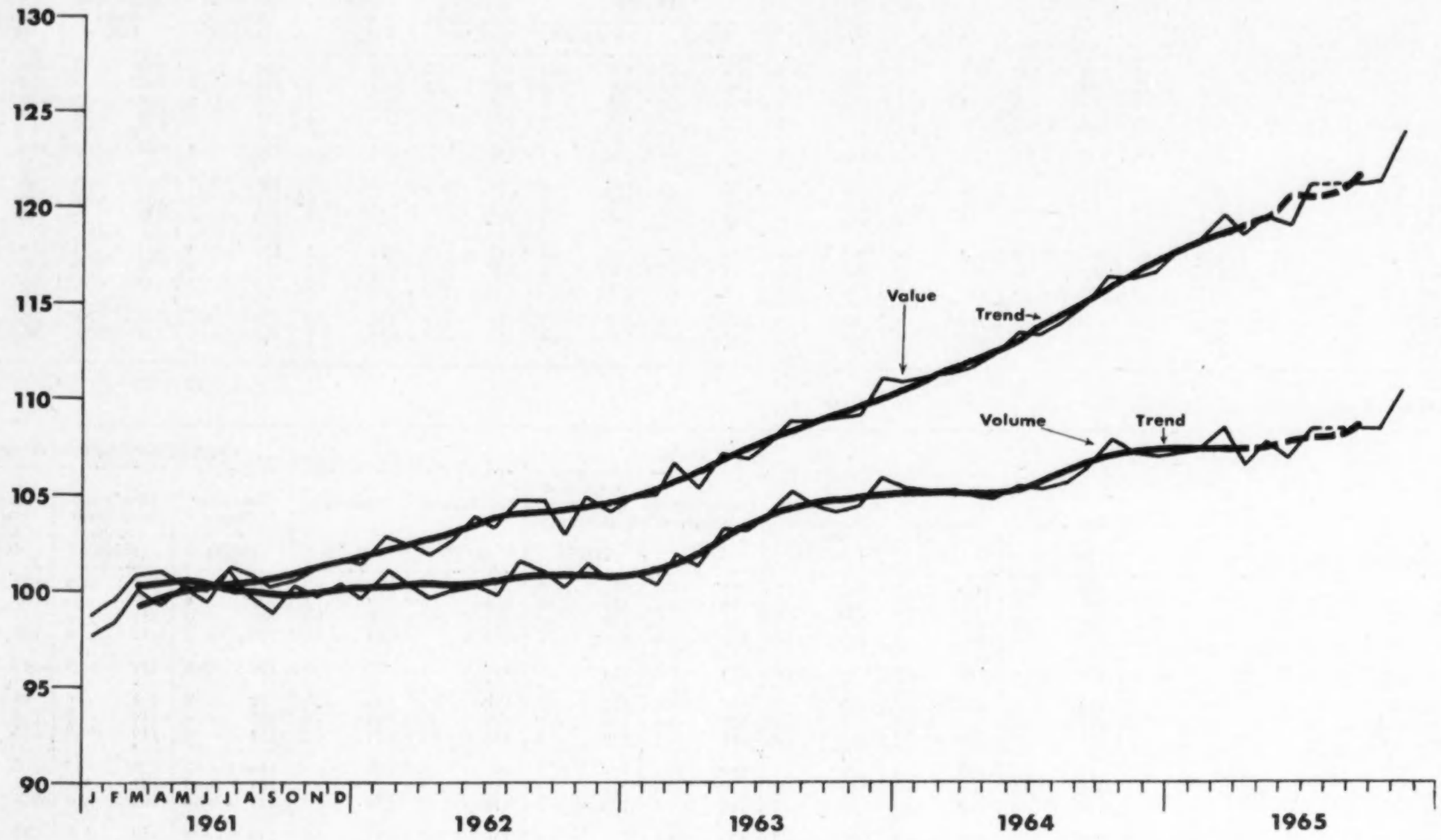
(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

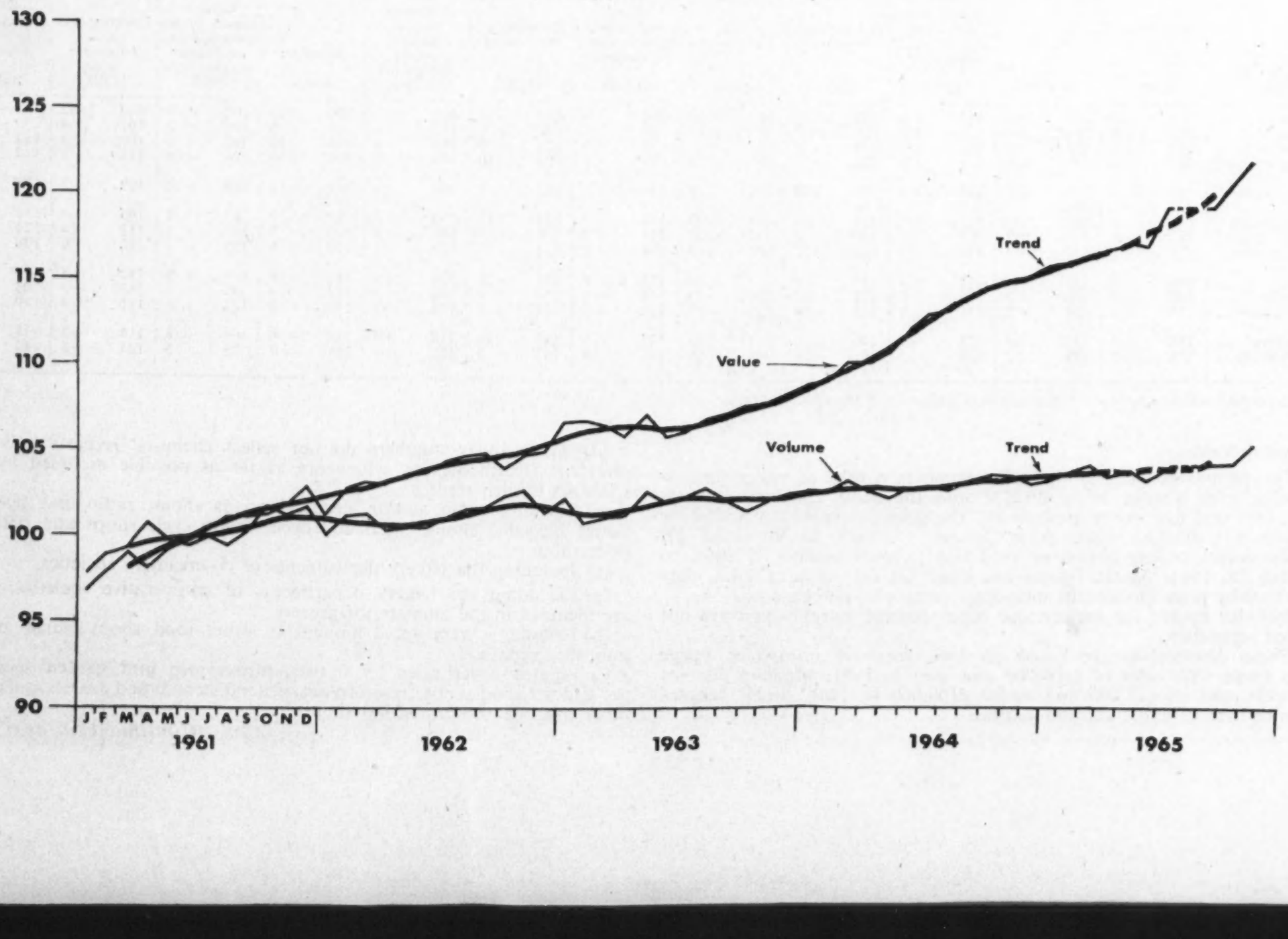
(*Continued on next page*)

RETAIL SALES, *continued*

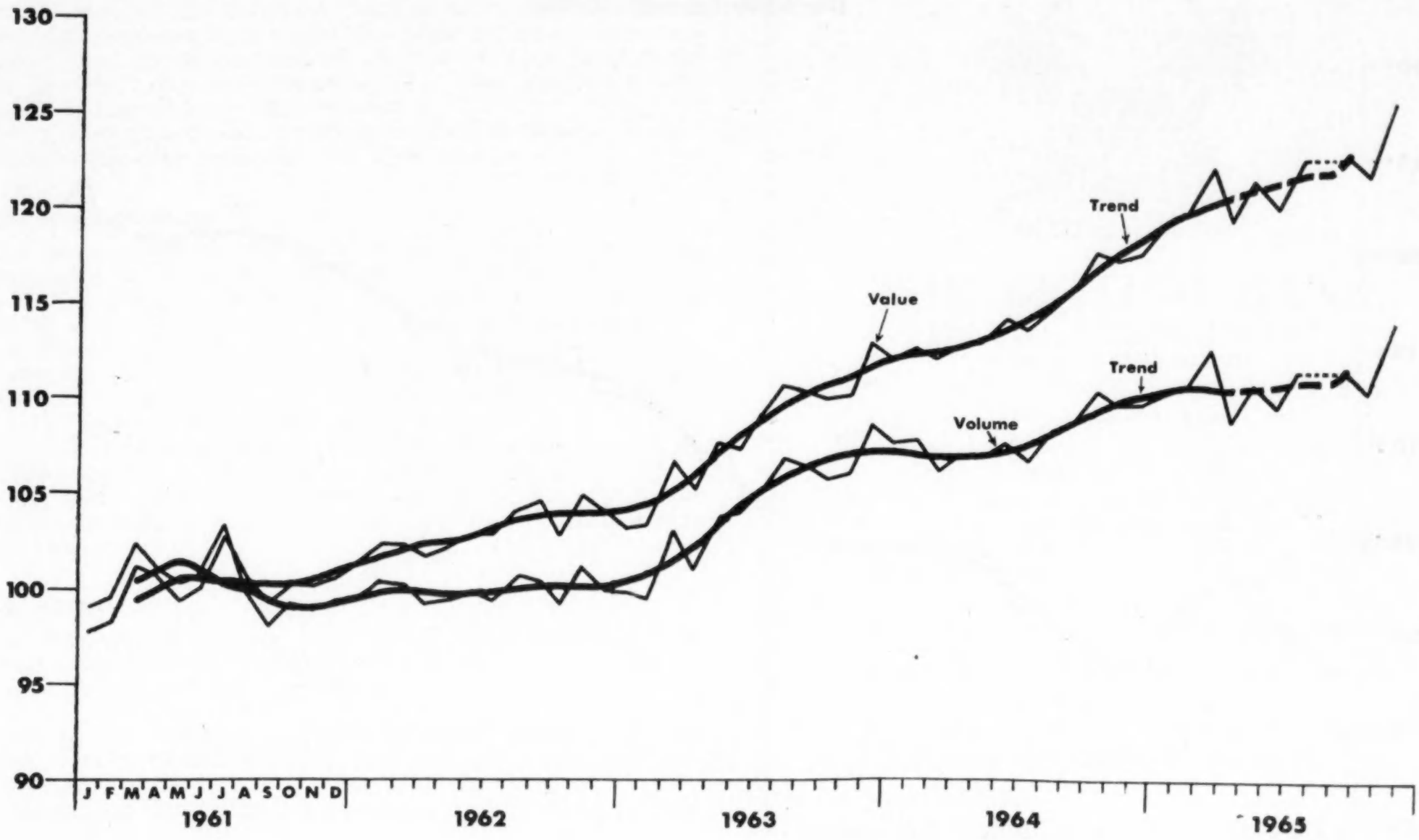
All kinds of Business



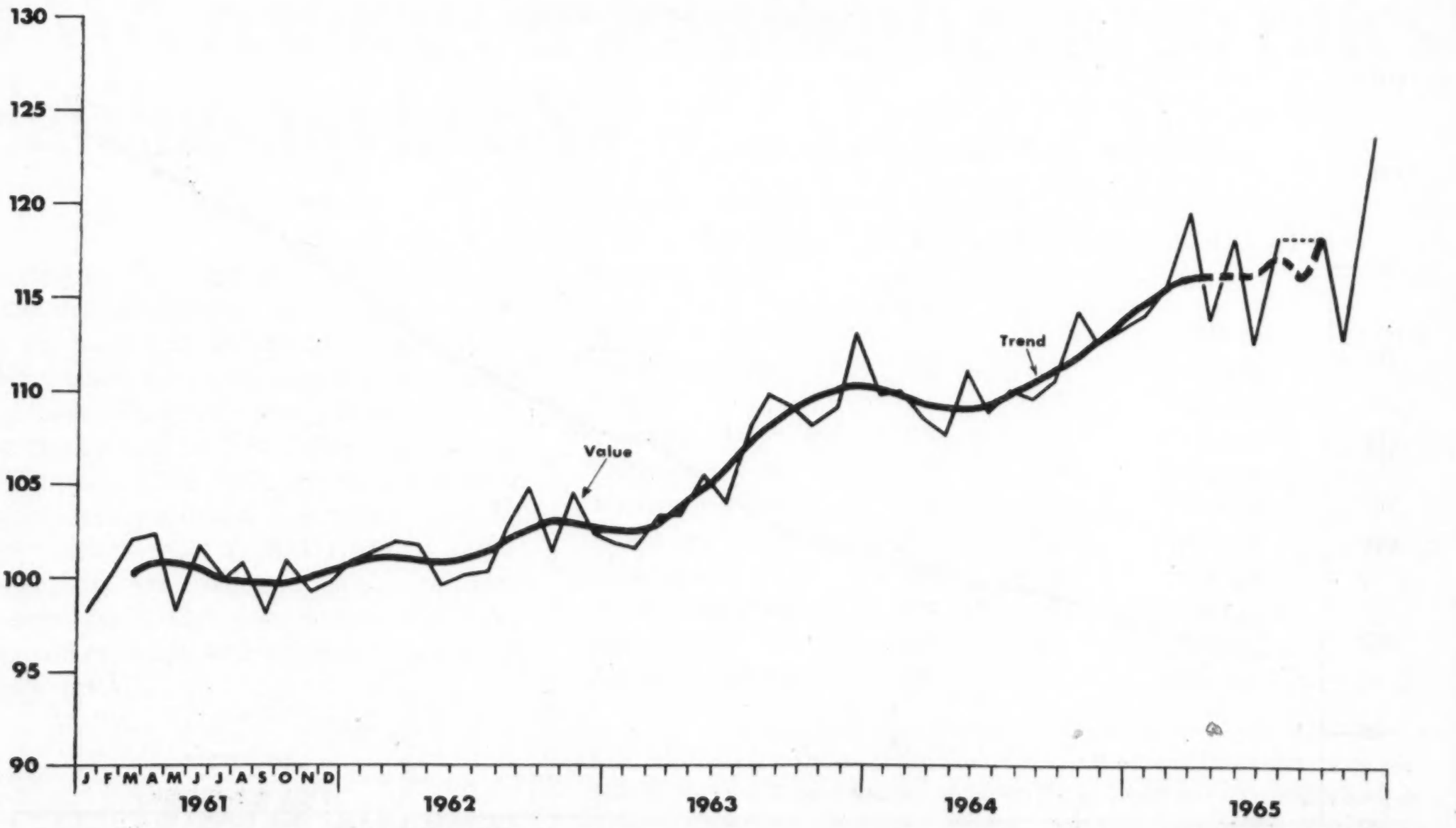
Food Shops



Non-Food Shops



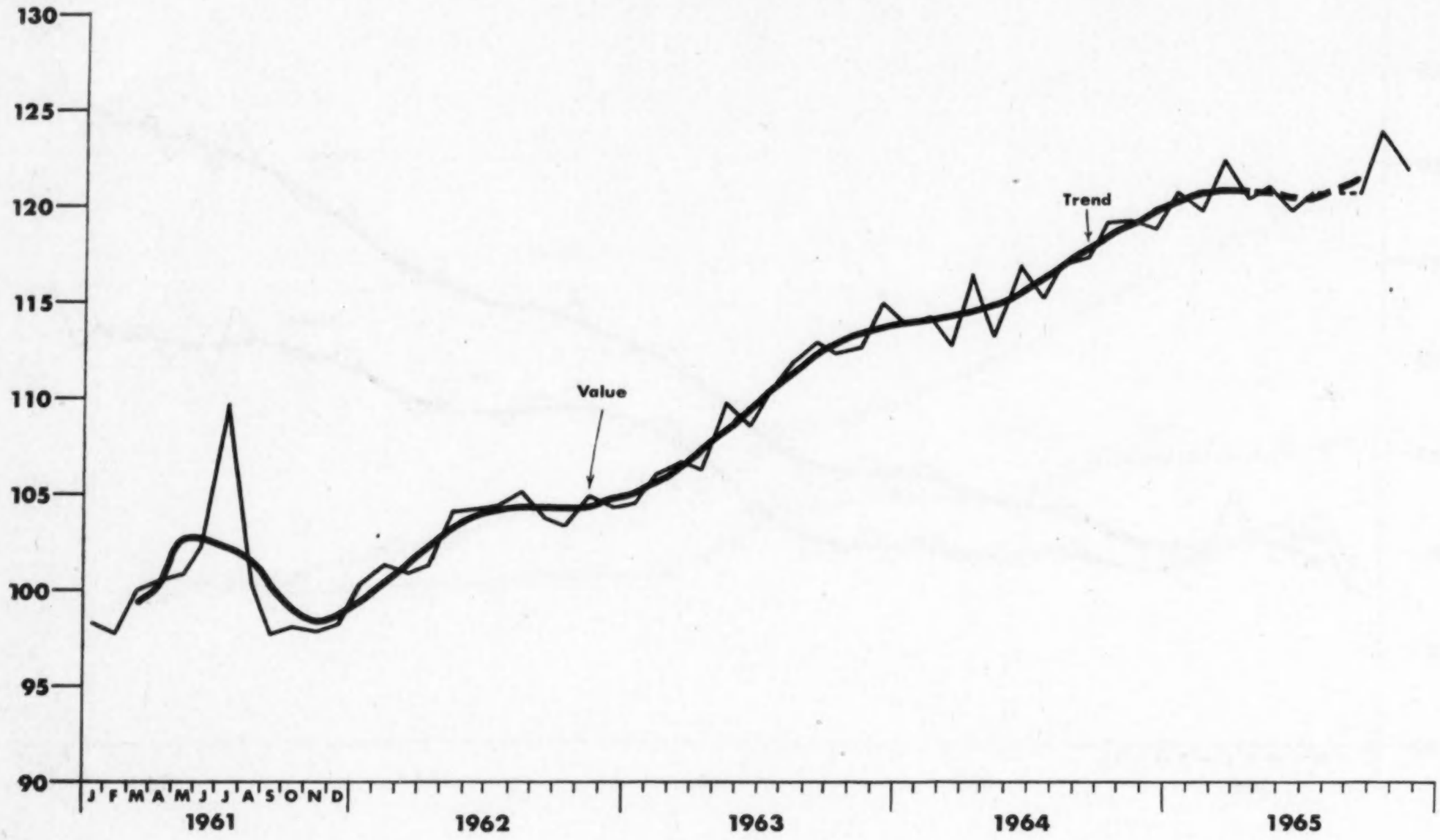
Clothing & Footwear Shops



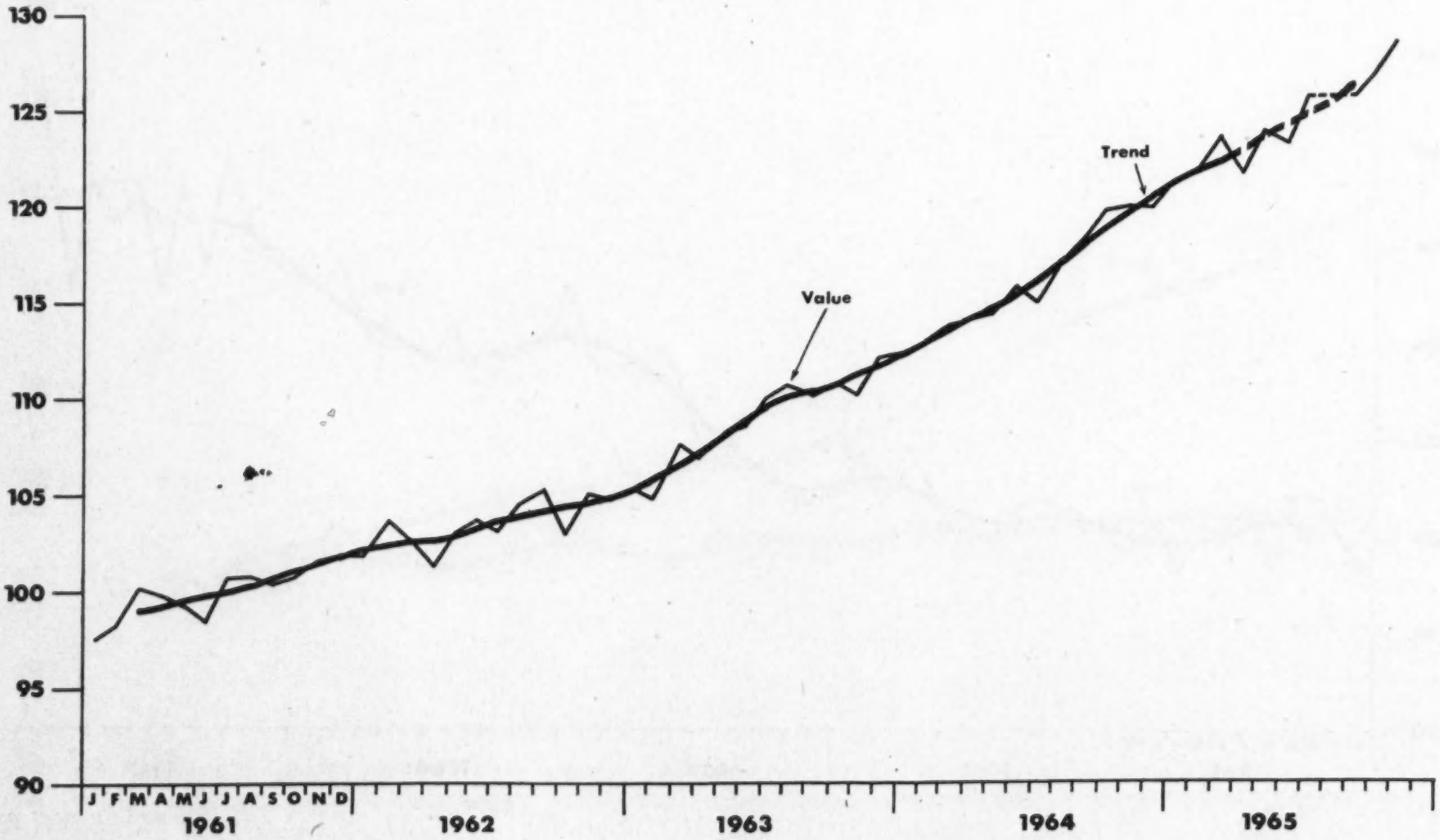
(Continued on next page)

RETAIL SALES, *continued*

Durable Goods Shops



Other Non-Food Shops



needed to provide confirmation of this suggestion. The value of sales before seasonal adjustment was 3 per cent higher in November than in November 1964 – a rise more or less in line with that of recent months. The furniture group of shops showed a rise of 3 per cent compared with a year ago while the other category of durable goods shops recorded an increase of 2 per cent, which taken in combination with the increase of 4 per cent for October is much in line with previous experience.

Prices of durable goods as a whole continue to show an increase of about 3 per cent compared with a year earlier.

Other non-food shops

The value of sales by this group of shops continued to increase in November when the seasonally adjusted index was 129 against 127 for October and 126 for the third quarter of the year. Most kinds of business within this group showed increased sales compared with a year earlier fairly similar to those of recent months, but jewellers and other miscellaneous non-food shops which include nurserymen, seedsmen, florists, etc. both showed a decrease of 2 per cent compared with November 1964 in contrast to increases of about 5 per cent on average during the preceding few months. Ironmongers and hardware shops, however, showed an increase of 8 per cent in sales in November compared with a year earlier, as against increases of about 4 per cent during the earlier months of the year.

Food shops

The slow upward trend of both the value and volume of sales by food shops continued in November and the seasonally adjusted indices were 122 and 105, respectively.

Note: Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

FIDUCIA·ET·FIDES

THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889

HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)

CAPITAL AND PUBLISHED RESERVES £5,500,000
Deposits £111,000,000

A member of The Hongkong Bank Group

CHAIRMAN: Sir Michael Turner, C.B.E.
DEPUTY CHAIRMAN: Sir Geoffrey Eley, C.B.E.
GENERAL MANAGER: C. F. Warr, O.B.E.

BRANCHES
ADEN · INDIA · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DUBAI
KUWAIT · MUSCAT · QATAR · RAS AL KHAIMAH · SHARJAH

ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

TWA reduces transatlantic cargo rates!
Savings up to 68%
TWA cuts rates on 40 important commodities

Shipping by TWA over the Atlantic gets more economical all the time. The savings are new, but the pattern is the same—it's all part of TWA's continuing programme to serve shippers more effectively, more efficiently. You'll save money, and get fast, reliable service into the bargain. Only TWA jet freighters serve major cities coast to coast throughout the USA from London—New York, Dayton, St. Louis, Los Angeles, San Francisco—you name them, we serve them! Call your nearest TWA Air Cargo office, or ask your agent or forwarder to specify TWA.

Worldwide depend on TWA AIR CARGO

EXAMPLES OF TWA's NEW RATE REDUCTIONS

Commodity	Old Rate per kg	New Rate per kg	New Minimum	You save
Fruit/Vegetables	5/5	2/6	500 kgs	53%
Leather	4/-	2/9	1000 kgs	32%
Handbags/Wallets etc.	5/2	3/1	500 kgs	40%
Outboard motors	3/7	2/9	1000 kgs	24%
Photographic paper	4/4	3/7	1000 kgs	16%
Magazines	5/-	2/11	300 kgs	42%
Newspapers	9/-	2/11	300 kgs	68%
Musical Instruments	4/8	3/4	500 kgs	29%
Projectors	5/2	3/6	500 kgs	33%
Automatic controls	4/9	3/2	1000 kgs	33%

Low rates for many other commodities. Call TWA or your forwarder for details.
MORE SAVINGS on shipments of 22,000 lbs or more, on commodities such as computers, machinery, chemicals, drugs, electronic control panels, and many others!

Hire purchase and other instalment credit business in November

FINANCE HOUSE new business, as indicated by the estimates for November 1965, continued downward following the trend that has prevailed, apart from month-to-month irregularities, since the spring. Hire purchase and other instalment credit sales of durable goods shops, however, appear, after taking account of seasonal factors, to have recovered somewhat from the lower levels reached in the third quarter of 1965.

The total debt owed to finance houses and durable goods shops was unchanged between the end of October and the end of November.

Shops

Sales on hire purchase and other instalment credit terms in November by durable goods shops were 1 per cent below sales in the corresponding month of last year. This small fall compares with decreases of 3 per cent in October and of 5 per cent in the third quarter of the year. For the furniture and furnishing shops instalment credit sales in November were 4 per cent above those in November 1964, an increase more or less in line with those for earlier months this year. Sales by other durable goods shops were 4 per cent lower than a year ago after being 2 per cent lower in October as compared with October 1964. These small falls followed decreases of 11 per cent and 8 per cent in the third and second quarters of 1965, respectively and the November figure strengthens the suggestion, which was noted last month, of some recovery in the sales of this group of shops.

Finance houses

Credit advanced by finance houses in November was 9 per cent lower than in November 1964, a decrease much the same as in the previous two months. New business for most categories of goods showed decreases with new private cars down 22 per cent and used private cars down 3 per cent.

Debt owed direct to finance houses fell slightly during the month. At the end of November at £848 million it was £89 million higher than a year earlier, a much smaller increase than was reached in the earlier part of 1965.

Other instalment credit traders

Not included in the estimates referred to in the paragraphs above is the business of certain other retailers whose experience, available only for a short run of months, is shown separately in Table 1a and the second part of Table 3. Debt owed to these retailers rose by £20 million between November 1964 and November 1965, a rise mainly due to increased business by general mail-order houses.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	—11	
1962	271	490	761	608	—47	
1963	295	558	853	781	+72	
1964	314	711	1,025	869	+156	
1961 1st Qtr.	55	151	206	208	— 2	+ 9
2nd Qtr.	59	179	238	217	+21	+ 3
3rd Qtr.	63	141	204	208	— 4	— 7
4th Qtr.	71	103	174	200	—26	—16
1962 1st Qtr.	56	117	173	219	—46	—35
2nd Qtr.	62	140	202	203	— 1	—10
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	— 4	+ 3
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	72	220	292	238	+54	+31
3rd Qtr.	74	176	250	240	+10	+ 8

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1963	289	288	287	285	286	289	290	293	296	298	303	315
	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	
Department stores	1963	28	27	26	26	26	26	27	26	27	27	28	30
	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	
Finance houses	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	
Total of above	1963	879	874	876	884	896	908	920	927	934	940	949	959
	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964										1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	
Other instalment credit retailers*	1964										145	152	165
	1965	159	151	149	150	151	150	149	150	154	160†	172	
Grand Total	1964										1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359†	1,371	

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.
† Revised figures.

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)						Furniture Shops						Other Durable Goods Shops									
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)		Multiples (b) (£99)		Radio and electrical etc., goods shops			
																			Total (£82)		Multiples (c) (£37)		Independents (d) (£45)	
1962 Year	105	+5	99	—2	110	+ 9	107	+ 7	101	+1	104	+ 4	98	— 2	109	+ 9	113	+13	107	+ 6	115	+15	99	— 1
1963 Year	114	+8	101	+3	124	+13	111	+ 4	102	+2	108	+ 4	97	— 1	125	+15	133	+18	124	+16	144	+25	107	+ 8
1964 Year	116	+2	100	—1	126	+ 2	119	+ 7	107	+4	114	+ 5	100	+ 3	124	— 1	134	+ 1	110	—11	123	—15	101	— 6
1964 2nd quarter	107	Nil	90	—3	118	+ 1	109	+ 6	97	Nil	107	+ 4	87	— 4	116	— 1	126	— 1	105	— 8	118	—15	94	— 1
3rd quarter	112	—5	95	—7	123	— 5	118	— 2	103	—1	109	— 2	98	Nil	119	— 1	132	— 7	97	—24	106	—31	91	—16
4th quarter	138	+1	122	Nil	148	+ 1	141	+ 5	134	+7	144	+ 8	125	+ 6	140	— 4	151	— 3	122	—16	127	—24	118	— 7
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	— 3	102	+14	113	— 5	122	— 4	93	—21	93	—33	93	— 7
2nd quarter	104	—2	90	+1	112	— 5	111	+ 2	101	+4	105	— 1	96	+11	106	— 8	117	— 7	89	—15	97	—18	82	—13
3rd quarter	107	—5	95	Nil	114	— 7	111	— 6	106	+3	108	— 1	105	+ 7	106	—11	117	—11	86	—12	91	—14	81	—11
1965 January	107	—2	108	+7	104	— 8	113	+ 2	103	+8	90	— 8	115	+24	109	— 9	113	— 8	95	—25	90	—37	98	—13
February	104	—3	92	Nil	111	— 6	107	— 2	96	+4	98	+ 2	94	+ 6	110	— 9	119	— 9	90	—24	89	—37	90	— 8
March (a)	108	+4	95	+7	115	+ 1	119	+10	93	+4	88	— 3	98	+12	119	+ 2	131	+ 3	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	— 4	98	+13	109	— 3	118	— 1	93	—15	99	—20	88	— 9
May	108	+2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+ 4	95	+ 8	111	— 2	123	+ 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+3	106	— 4	96	+11	100	—17	112	—17	81	—19	90	—22	75	—16
July	107	—4	97	Nil	113	— 7	116	— 2	110	+4	111	— 2	110	+10	102	—11	114	—10	83	—17	91	—19	77	—15
August	101	—6	87	—4	109	— 7	105	— 8	101	+4	105	+ 3	96	+ 4	100	—13	112	—12	78	—18	84	—19	74	—17
September (a)	111	—5	100	+3	118	— 8	112	— 8	108	+2	109	— 3	107	+ 6	114	— 9	124	—11	94	— 3	98	— 5	91	— 2
October	126	—3	116	+8	133	— 7	128	— 8	123	—2	122	—13	123	+12	130	— 2	140	— 3	109	+ 2	113	+ 3	106	+ 1
November	136	—1	124	+5	143	— 4	143	— 5	134	+4	137	Nil	131	+ 8	136	— 4	146	— 6	115	— 2	117	— 5	113	+ 1

Kind of Business (H.P. and other instalment credit sales in 1961: £ million)	Other selected kinds of business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores* (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1962 Year	104	..	..	..	..	..	..	..	..	..
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1964 2nd quarter	95	..	..	..	..	..	..	..	..	..
3rd quarter	103	..	..	..	..	..	..	..	..	..
4th quarter	139	..	173	..	193	..	132	..	158	..
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	—3	204	+16	86	—5	148	+4
November	133	— 3	184	+7	243	+22	122	Nil	172	+9

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, multiple radio and electrical shops (including multiple radio or television hire shops).
(c) As (b) except that electricity and gas showrooms are excluded. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
*The inclusion of sales on budget accounts, etc., as from April 1964 (as noted in the *Journal* of July 10, 1964, page 77) has evidently changed the seasonal pattern of instalment credit sales of department stores, particularly at the turn of the year. In consequence the comparison of a current month's sales with those for the corresponding month a year earlier when that month is prior to May 1964 appears unreliable; for example, a very high increase for the December comparison and the counterbalancing decrease for the January comparison. Monthly percentage changes are not therefore given until May 1965.

Finance houses: new instalment credit extended

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1962 Year	97	— 3	86	—14	77	—23	62	—39	93	— 7	77	—23	91	— 9	89	—11	87	—13	86	—15
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1964 2nd quarter	205	+22	150	+36	110	+23	84	+ 7	135	+ 1	108	+29	165	+53	99	+ 7	130	+33	142	+27
3rd quarter	173	+27	137	+30	90	+15	83	+10	132	+10	116	+ 9	149	+45	85	—14	115	+22	126	+22
4th quarter	141	+20	110	+24	90	+10	56	+17	92	+18	107	+18	156	+48	94	—12	139	+31	112	+19
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+12	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	153	— 5	72	—19	155	+20	105	— 9

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Exhibitions and Fairs

Chancellor of the Exchequer opens 12th International Boat Show

Mr. James Callaghan, Chancellor of the Exchequer, speaking from the landing stage in the 'harbour', centre-piece of the 12th International Boat Show which he opened on January 5.

THE GROWING EXPORT contribution made by the Ship and Boat Builders' National Federation was referred to when Mr. James Callaghan, Chancellor of the Exchequer, opened the 12th International Boat Show at Earls Court, London, on January 5. Mr. Callaghan said that something like a quarter of the industry's products were sold overseas. The latest available figures showed that exports increased nearly 10 per cent from £9 million in 1963 to £10.1 million in 1964.

Of the 626 craft on show at the exhibition the largest number, 293 (48.8 per cent), were made of glass fibre, 249 (39.8 per cent) were made from wood, 51 (8.1 per cent) inflatable or other materials, and 33 (5.3 per cent) from metal.

Continuing, the Minister said that the industry was one that not only deserved encouragement, but demanded it. He could not exempt it from the general effects of economic measures, but no undue or particular interference would be put in the way of its expansion. 'If every industry could sell a quarter of its products overseas I would not have to go on being miserly about every pound we spend ourselves in other directions.' He added that a first-class job had been done in the United States, and some market research had been done in the Middle East.

Centre-piece of the exhibition was the 'harbour' representing old Amsterdam which was hailed as one of the most 'ambitious and attractive' yet. Among attractions at the show was a display of vintage marine engines alongside latest developments from famous British marine engineers, together with the most recent models of racing craft, including the 'Poseidon', which won for its owner the biggest prize money in the 1965 International 'Daily Express' offshore powerboat race.

Another interesting item was the 'Sea-egg', the 12ft. dinghy in which Mr. John Riding, of Southport, Lancs, sailed from La Rochelle to Plymouth and then crossed the Atlantic. HM Coastguard, which shared the Board of Trade stand with the Royal Society for the Prevention of Accidents (an article on the Coastguard was published in the *Board of Trade Journal* on January 7, page 20) were proud to have as the first signature in their show 'log book' that of 'Jim Callaghan'. Son of a former member of HM Coastguard, he showed great interest in the replica of a typical look-out station. 'I spent many happy hours in one of those,' commented the Minister, 'but this is a great improvement on the lookouts of my early days.'

Mr. Roy Mason, Minister of State, Board of Trade, visited the show and the Board of Trade stand on January 6.

Mr. Roy Mason congratulates small boat industry on export achievements

THE SMALL SHIP and boatbuilding industry was congratulated on 'its most impressive export record' by Mr. Roy Mason, Minister of State, Board of Trade, at the eve of the Boat Show Dinner in London, on January 4. 'In 1964, out of a total estimated output of over £40 million, no less than a quarter was sold overseas. A fine achievement', said the Minister of State. 'Moreover, exports in the previous years show that it was no "flash in the pan". Let us hope that the figures for 1965, when they become available, show an equally good performance – perhaps an even better one'.

Continuing, the Minister of State said: 'It is enormously encouraging to know that so many of you have exhibited this year at boat shows all over the world. I understand that the Federation has devoted over 15 per cent of its income in the past year to export promotional activities – let's just say ensuring that British boatbuilding is better known abroad – including two very successful special missions which between them have done much to further the interests of the two branches of the industry – commercial craft and pleasure boats. I should say at this point that I hope that those of you who represent firms building ships of up to 5,000 g.t. will forgive me if I seem to address myself more to the builders of the smaller boats; after all, the boat show is principally their occasion.

The mission to the United States to investigate further the pleasure craft market was a great success and could lead to a doubling of sales to North America. He had just heard that it was hoped that the exploratory mission to the Middle East would have stimulated sales in that region.

'Some of you are perhaps asking yourselves why I have talked so much about exports', said the Minister of State. 'The fact of the matter is, as

(*continued on page 85*)

LA GRANDE-BRETAGNE A LYON!

BRITISH WEEK IN LYONS

IS YOUR COMPANY GOING TO TAKE PART IN THE BRITISH WEEK AT LYONS (OCTOBER 21-30, 1966)?

This next point-of-sale promotion of British Consumer Goods in Europe will be the largest and most significant Anglo-French commercial venture since the war

As a first step, advise the Board of Trade of your present agency arrangements in France. Complete and despatch this pre-paid form **TODAY**

Please type or write in BLOCK CAPITALS

Name of French Agent .....

Address .....

.....

Name of British Company .....

Address .....

.....

Product(s) sold in France .....

2nd FOLD HERE

Postage will be paid by Licensee

Board of Trade,
Export Services Branch,
Room E 57, Hillgate House,
35, Old Bailey,
LONDON E.C.4.

BUSINESS REPLY SERVICE
Licence No. SW 3264

No Postage Stamp necessary if posted in Great Britain or Northern Ireland

3rd FOLD HERE

1st FOLD HERE

Board of Trade Journal
Supplement on

Overseas Trade Promotions

On March 4, the Board of Trade Journal will publish an illustrated supplement on 'Overseas Trade Promotions'.

Articles will include:

- ★ The work of Fairs Branch, Board of Trade
- ★ Improved 'Joint Venture' terms
- ★ The British Week at Hong Kong
- ★ The British Week at Lyons
- ★ British Weeks at Toronto and Brussels
- ★ All British Fairs
- ★ A full calendar of forthcoming events.

Editorial inquiries to the Board of Trade Journal, 1 Victoria Street, London, S.W.1. (Abbey 7877 Ext. 2654/5).

Advertising inquiries to H.M.S.O., Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).

many more people are becoming increasingly aware, that exports are of prime importance to the national economy. Our standard of living depends on our ability to pay for what we import from other countries. In recent years we have not been paying our way, a situation the present Government has been taking determined steps to put right. Hence the need for an even greater export effort. Hence, also, the call for a renewal of the Dunkirk spirit – a notably apt call to make to you, the builders of "the small boats". It is because your export record is so fine that I am confident that boatbuilding will rise to the challenge. Overseas markets, as many Federation members know, can indeed offer rich rewards, provided firms are willing to go out and sell rather than wait for buyers. In North America and in large parts of Europe, in parts of the world that are highly industrialized and rich, the pleasure craft market is growing apace and shows every sign of continuing to do so, given the growth in leisure and wealth that are characteristic of our age. Nor are the expanding markets limited to such areas. In other parts of the world where the processes of industrialization are only beginning to get under way, new markets are springing up for commercial craft. In the Middle East, in Africa, South America and elsewhere there is a growing demand not only for port ancillary craft but also for fleets of small fishing boats to meet the rapidly increasing demand for food from growing populations.

'At this point I might be forgiven for "slipping in a commercial", as it were, for the wide range of export facilities provided by the Government, its Departments and the Export Councils. These include financial assistance towards the cost of missions (such as those I have mentioned), and all collective market research, overseas exhibitions and fairs, and credit insurance. Another example of practical help is the "Call Export Intelligence" service.'

The Minister of State went on to say that traditionally boatbuilding had been a craft industry, an industry that built beautiful boats by hand with materials that were becoming increasingly costly, an industry which still to some of the people in it was more a way of life than a true commercial enterprise. This was very natural and it was to be hoped that there would always be a market for hand-made, beautifully-finished boats. But if we were to take full advantage of the home market, then new thinking, new methods of production, and a new scale of progress in boatbuilding were going to prove inevitable. The cheap and unsophisticated small boat that the customer wanted could only be the production of standardized designs, new materials and large-scale production. This was true of both hulls and engines. Increasingly therefore we must expect a trend towards larger boatbuilding factories and a movement away from the small river boat-yard, although many of the latter would continue to have a place in the industry of the future.

'One often finds that new ideas and new methods are more readily acceptable in a growing industry and I am sure that this is true of boatbuilding. Your achievements in recent years and especially your fine record in the export market are evidence of the vitality of the industry and I have no doubts of your ability to ensure even greater successes in the future', said the Minister of State.

Mr. Roy Mason, Minister of State, Board of Trade, visited the Board of Trade stand at the International Boat Show on January 6. He is seen here examining a hand line-shooting pistol, accompanied by Cmdr. P. J. H. Bartlett, Chief Inspector, HM Coastguard (left) and W. G. Beard, Station Officer, Warden Point (right). This was the Chief Inspector's first public engagement since taking office only three days previously.

Shipping exhibition at Birkenhead

A FEATURE of the Blue Funnel Exhibition, which was opened on January 3 by Councillor W. Gardner, Mayor of Birkenhead, at the Williamson Art Gallery, Birkenhead, was a model of the new Blue Funnel loading berths at South Vittoria Dock, Birkenhead. This project – a joint undertaking between Blue Funnel and Mersey Docks and Harbour Board – was started in December 1964. Ships are already loading at the first shed to be completed, but the new docks are not likely to be fully operational before June 1966. The exhibition will be open until January 30.

Other features of this shipping exhibition are an exhibit showing the training facilities provided for midshipmen, engineer cadets, deck boys, stewards and cooks, and the Blue Funnel-Glen Line exhibit at the recent British Exhibition in Tokyo. This was a joint promotion in conjunction with their agents, Butterfield and Swire (Japan) Ltd., who have offices in Tokyo, Yokohama, Kobe, Osaka and Nagoya. This stand features an illuminated loading plan of the *Priam*, the 13,000 gross ton fast cargo liner which was launched last week at Vickers-Armstrong's Naval Yard, Walker-on-Tyne.

Chartered flight to British Week in Hong Kong

THE LONDON Chamber of Commerce is chartering a special plane to fly members to Hong Kong on February 28, in support of the British Week which is to be staged in the Colony from March 3-12, 1966. It is expected that 100 members will take advantage of this facility and they will be accommodated in a leading hotel and will have 13 clear days in Hong Kong, returning to London on March 15.

British boat builders at New York and Hamburg shows

BRITISH BOAT BUILDERS and makers of ancillary equipment are represented at two major boat shows taking place this month – one at New York, the other at Hamburg. Both representations have been organized by the Ship and Boat Builders' National Federation in collaboration with the Board of Trade.

At New York 20 firms will show a wide range of exhibits in a combined display entitled 'The British Boat Industry' at the National Boat Show (January 12-23) which was opened on January 12 by Sir Patrick Dean, the British Ambassador. It will be the first combined venture by the British industry at this event. Exhibits in the display, which occupies more than 3,000 sq. ft., include racing dinghies, 'one-design' racers, family cruising sail boats, and a variety of marine equipment, fittings, navigational aids and yachting clothing.

The display is a follow-up to the visit of a mission from the Federation to America last October, and the range of boats and equipment being shown is designed to meet the requirements of American customers.

At the Hamburg Boat Show (January 20-26) the Board of Trade, in co-operation with the Exhibitions Division of the Central Office of Information are for the third consecutive year providing the Federation with a trade information inquiry stand which will illustrate, with the aid of photographs and literature, the many facets of the industry with particular emphasis on boating for leisure. The stand will support the independent participation through agents of some 20 British firms.

Mr. K. R. Oakeshott, the British Consul-General in Hamburg, is to hold a reception at the Consulate-General on the evening of January 20 to enable British participants and businessmen to meet buyers and the press.

Total exports of British ships and boats during the first 11 months of 1965 were worth nearly £29 million.

British souvenirs competition results

FIFTY-ONE souvenirs have gained awards in the 1965 British Souvenirs Competition sponsored by the Council of Industrial Design in association with the British Travel Association. The winning souvenirs will be displayed at The Design Centre from January 24 to February 12 and will then form a special category of the CoID's Design Index, a photographic and sample record of some 10,000 well-designed British-made goods.

The competition was launched in February 1965 to stimulate the production of better designed souvenirs and to increase the range of first-class British designs available to overseas visitors, who wish to retain a permanent reminder of their stay in Britain. The judges considered the 227 entries on the basis of sound use of appropriate materials, careful lettering and similar details and a fresh and imaginative approach to the whole problem of souvenir design.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purpose of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Home Policy and Executive Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. ID 5101/G).

British children's wear displayed in New York

SIR PATRICK DEAN, HM Ambassador in Washington, visited a display entitled 'The London Children's Look', organized by the National Children's Wear Association in collaboration with the Board of Trade, at the Sheraton-Atlantic Hotel, New York on January 11. Eight member-firms participated at this event which opened on January 10 and which has been timed to coincide with local 'Market Weeks', when many North American store buyers visit New York. It is the first presentation of British children's wear held in the United States, and follows earlier successful displays in Düsseldorf and Cologne.

Garments designed for next autumn and winter ranged from toddlers' clothing to fashions for the teenager, and included infants' dresses, rompers and knitwear, a wide selection of coats, suits, skirts, blouses and shirts for the schoolchild.

British clothing exported in the first 11 months of 1965 totalled £45.5 million, an increase of 14 per cent over the same period in 1964.

The show closes on January 19.

Ready-made clothes for men shown at Design Centre

AN EXHIBITION of ready-made clothes for men illustrating the high standards of British design and manufacture in this field will be arranged by the British Menswear Guild and the Council of Industrial Design on the mezzanine floor of The Design Centre from January 19 to February 18. The exhibition, called 'Made for Men', is being mounted at the invitation of the British Menswear Guild, which is primarily concerned with increasing British exports in this field.

To illustrate the wide range of clothing manufactured by members of the British Menswear Guild, clothes for men of different tastes and age groups from five countries with varying climates and customs, will be shown. The clothes will be chosen for day and evening wear in Paris and the South of France, for summer in Rome, for winter in Scandinavia, for formal and leisure occasions in the United States and for town and country wear in Britain.

The British Menswear Guild was formed in 1959 by a group of experienced menswear exporters: the Guild enabled them to combine in planning a full campaign to improve the image of British goods abroad. Since 1959, the members of the Guild claim to have, on average, increased their exports by 90 per cent, and the total value of their exports now exceeds £13 million a year.

British Hospital & Medical Equipment Exhibition, Beirut

THE BOARD OF TRADE, in co-operation with the Ministry of Health and with the collaboration of the relevant trade associations, will organize a special British Hospital and Medical Equipment Exhibition in Beirut from May 5 to 11.

The trade associations have been informed. Space will be limited, and it is intended to show only the most up-to-date specialized equipment. The exhibition will be for specialists in the medical field, and the general public will not be admitted; it is expected that medical men and hospital administrators will attend not only from the Lebanon but also from the neighbouring Arab countries.

Further information may be obtained from Mr. P. Bailey, Overseas Trade Fairs Directorate, Queen Anne's Mansions, London, S.W.1. (Tel. Abbey 7877, Ext. 2781).

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

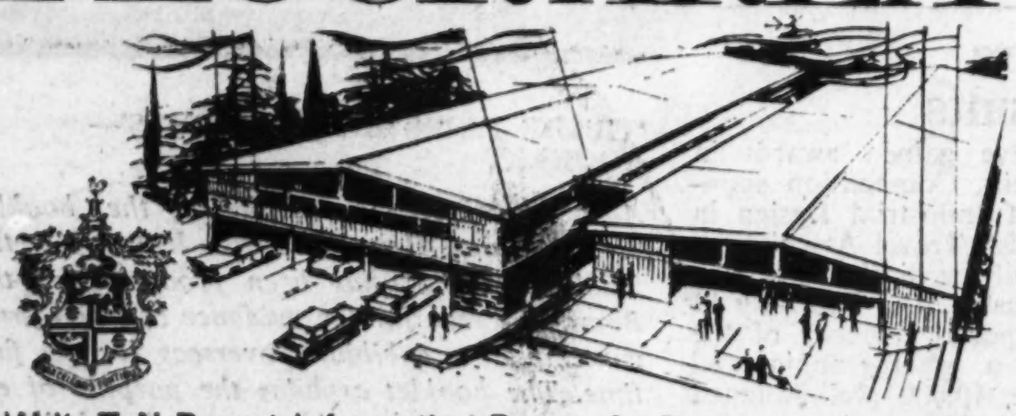
But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail**, *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

NOW TWICE THE FLOOR AREA

The Harrogate Exhibition Centre, with 2 halls at street level under one roof, offers over 40,000 sq. ft. of unrestricted floor space, with an adjoining conference hall seating 1,350. Parking for 1000 cars, excellent hotel accommodation, holiday town amenities and efficient administration make Harrogate, at the centre of Britain, the perfect venue for conferences, trade fairs and exhibitions.



Write T. N. Bryant, Information Bureau for Booklet or phone 4684

HARROGATE

Britain's Conference & Exhibition Centre

Special data: 8 miles off A1 motorway-main line railway services, Leeds/Bradford Airport twenty minutes by car/200 miles London and Edinburgh /8½ million population within a 50 mile radius.

Part of the International Trade Fair held at Poznan in June each year, one of the oldest trade fairs in Europe.

VISIT THE FURNITURE SHOW

EARLS COURT JAN 31-FEB 4

9.30 AM-6.30 PM

This is a unique opportunity for you to see, gathered under one roof, the designs that other people will be seeing in the coming year.
Here you can see it all at the same time: compare one make with another—have all your questions answered.
If you have to specify furniture—or if you have it specified for you—no visit to London at this time is complete without a visit to the Furniture Show.
Earls Court is easy to get to and it offers you the easiest parking in London. The Show itself is not open to the general public so you don't have to fight your way through crowds. There could hardly be an easier way to see the best in British furniture!
For your complimentary season ticket and any further information write to: The Secretary, BFM Exhibitions Ltd., 17 Berners Street, London W.1.

A BFM EXHIBITION

Overseas Trade and Exports

A British trade centre in Panama

CONSTRUCTION OF THE British Trade Centre in Panama is scheduled to commence early this year. This permanent exhibition hall is to be located in the grounds of the El Panama Hilton hotel, one of the largest in the world, and should attract the many millions of visitors to that city and to the hotel in particular. This development is being undertaken by the John Delaney Group Ltd., in an endeavour to boost British exports to Latin America, via the Colon Free Zone of Panama.

In the Western Hemisphere there are vast markets waiting to be explored by the British manufacturer. We still make the best goods in the world, but we must continually strive to improve our methods of selling. The potential in this area is tremendous and Britain must take immediate steps to fight back and secure a large measure of this market.

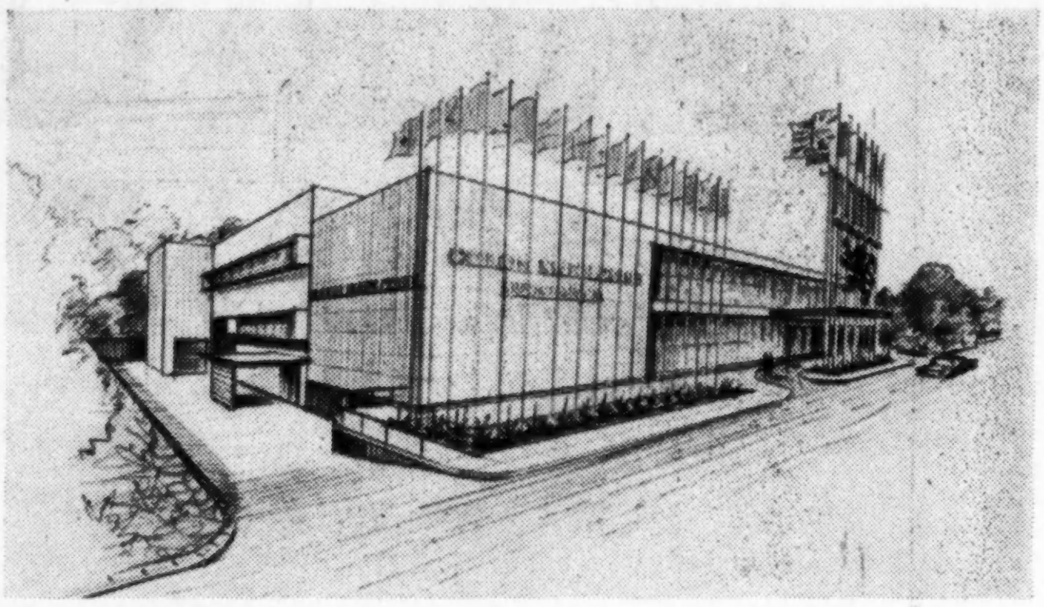
The object of the exhibition hall, or to give it its Spanish name 'Casa Britannica', is to act as a shop window for the tourists, businessmen and buyers from North America, as well as from El Salvador, Venezuela and other Central and South American countries. Here British made products will be displayed in attractive surroundings in the so necessary air-conditioned comfort. The on-the-spot sales force will demonstrate any items as required.

So that wholesalers and distributors may talk together in a pleasant atmosphere, facilities will be provided for a Distributors' Club where drinks and light refreshments may be obtained. British Pan-Americas SA will assist in finding wholesalers or importers to handle British products and the management can, if necessary, undertake full-scale agency functions, including marketing and distribution. It is expected that firms using the centre will be able to make use of financial services provided through close links with British bankers.

Also incorporated in the scheme will be conference rooms, well equipped and air-conditioned; cinema equipment for industrial and sales films; telex for speedy communication between British principles and customers in Panama.

'Casa Britannica' will be easily accessible whether by sea or air. It is at the Pacific entrance to the Panama Canal where ships of all nations converge. It is near the Tocumen International Airport, into which fly all major airlines connecting with the rest of the world.

In the Colon Free Zone, merchandise from and to all parts of the world can be stored, re-packaged, re-marked and re-shipped. Faster delivery and after-sales service, made possible by in-Zone storage, means that orders and repeats are easier to get. Because



Artist's impression of 'Casa Britannica', the projected British Trade Centre in Panama.

shipments can be opened and checked while in the Free Zone, damaged items can be repaired or removed before they reach your customer. Delivery from the Free Zone enables adequate stocks to be held duty-free, and ensures continuity of supplies to customers. You can build an invaluable reputation for fast, reliable delivery of the latest models and styles of British goods, in direct competition with importers from other trading nations.

The British Trade Centre will work in close harmony with the management of the Colon Free Zone, which houses the main wholesalers, distributors and ship chandlers doing business in this part of the world. The warehouses operated by these firms form a half-way house for products from many countries, before re-shipment to agencies throughout Central and South America. High financial standing marks the agents of the Free Zone with whom the British Trade Centre will be concerned, and in many cases they will be the actual buyers of British goods. Very substantial business is done between wholesalers selling to each other within the Free Zone. Distributors and agents have welcomed the British Trade Centre and daily we are receiving numerous inquiries from exporters for information for submission to their directors.

The design studio for this project are well advanced with their visual for presentation of merchandise. This service is, of course, included in the cost of the stand or space whatever the size.

Fuller information and details may be obtained from the London agents: British Pan-Americas SA, John Delaney Group Ltd., 1 Aberavon Road, London, E.3. (Tel. Advance 4433).

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH
ESTABLISHED
1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom—United States double taxation convention

REPRESENTATIVES of the United Kingdom and the United States have agreed in principle on the terms of a Protocol amending the double taxation convention between the two countries. The text of the Protocol will be published shortly after it has been signed. The following is a brief account of the more important results which will follow if a Protocol is ratified in the terms now agreed.

The rate of tax on dividends flowing from one country to another will, in general, be limited to 15 per cent for both direct and portfolio investment. These arrangements will apply to United States tax from January 1, 1966, and to United Kingdom tax from April 6, 1966. (They will also apply to United Kingdom income tax charged under Section 83 of the Finance Act 1965 on dividends paid in 1965/66.) Refunds of tax withheld in excess of the 15 per cent rate will become due after the Protocol is ratified.

Where the recipient in one country has a permanent establishment in the other country and draws dividends there which are effectively connected with the permanent establishment, the limitation to 15 per cent will apply except in certain specified circumstances, notably if a profit on the sale of the shares on which the dividend is paid would be a trading receipt for United Kingdom tax purposes.

Neither country will give relief in respect of portfolio dividends for underlying tax (i.e. corporation tax charged on the profits out of which the dividends are paid). But relief for underlying tax will be given if the recipient of the dividends is a company which holds not less than 10 per cent of the voting power in the paying company. The existing arrangements will, however continue in the United Kingdom in respect of dividends becoming payable before the Protocol is ratified, or (for corporation tax purposes) before April 6, if that date is later, and in the United States in respect of dividends becoming payable before April 6, 1966. But further consideration is being given to the proper treatment of credit allowable against United States tax for United Kingdom tax where a dividend is received prior to April 6 by a United States corporations which owns 10 per cent or more of the voting power in the United Kingdom company paying the dividend and the dividend is attributed under United States tax law to profits which are subject to United Kingdom corporation tax.

Generally speaking interest and royalties flowing from one country to the other will be exempt from tax in the country of origin, and a company paying such interest or royalties will be entitled to a deduction for the payments in determining its liability to corporation tax (apart from payments made before April 6). The exemption will not, however, apply if the recipient has in the country of origin a permanent establishment with which the interest or royalties are effectively connected.

The convention will contain provisions overriding the requirements in the Finance Act, 1965, that interest paid by a United Kingdom subsidiary company to its overseas parent (or to a co-subsidiary overseas) and royalties paid by a close company are to be treated as distributions. These provisions of the convention will however not apply where, broadly, the recipient is an American company under United Kingdom control. Other requirements in the Finance Act, 1965, that interest is to be treated as a distribution remain effective.

It will no longer be a condition of relief from tax on dividends, interest and royalties in the country of origin that the recipient should be subject to tax in the other country; this condition has been replaced by the requirement that the income should be beneficially owned by a resident of the other country.

The Article of the Convention relating to taxes on capital gains, which formerly applied only to United States tax, will be in reciprocal form.

In determining whether a United Kingdom company is a close company a stock exchange registered as a national securities exchange with the Securities and Exchange Commission of the United States will be treated as a recognized stock exchange.

The Protocol also includes among other provisions articles relating to non-discrimination and to consultation between the competent authorities of the two governments to avoid double taxation.

Apart from the special rule about the date of withdrawal of relief for underlying tax, the amendments of the convention incorporated in the Protocol will with certain minor exceptions apply (a) in the United Kingdom to corporation tax and capital gains tax for all years and to income tax and surtax for years of assessment beginning on or after April 6, and (b) in the United States for taxable years beginning on or after January 1, 1966.

The United Kingdom/India Non-Project Loan 1965 (Kipping Aid)

NOTIFICATION was published in the *Board of Trade Journal* of December 31, 1965, of the provision of a £4 million Kipping loan to India.

1. This loan is to be used by the Government of India for the import of components, spare parts and specialized raw materials for metal using and engineering industries in India which traditionally look to Britain for their supplies. It can also be used with the approval of the Government of India and the Ministry of Overseas Development for the provision of works or services in connection with such goods. Import licences, bearing the suffix KQ(65), for items to be financed from the loan will be allocated to firms in India by the Chief Controller of Imports and Exports, New Delhi.
2. Contracts between British exporters and their Indian customers will be negotiated in the normal way. Two copies of each contract, together with a contract certificate (see note below) duly com-

(*Continued on next page*)

Thinking of Trade with

CANADA?

If so, you will find our booklet 'YOUR GUIDE TO ESTABLISHING A BUSINESS IN CANADA' a useful publication.

Why not write for a copy to our Business Development Department at 47 Threadneedle Street, London E.C.2.

BANK OF MONTREAL

CANADA'S FIRST BANK

Covers Canada...Spans the World

Over 950 Offices across Canada and Abroad

J. A. HOBSON
General Manager for Europe (Resident London, England)

LONDON Main Office: 47 Threadneedle St, EC2 DONALD R. McCALLUM, Manager
West End Office: 9 Waterloo Place, Pall Mall, SW1 ERIC M. WEST, Manager

PARIS 10 Place Vendôme, Paris 1er, France
C. E. NOBLET, Asst. Gen. Manager Europe (Resident Paris)

DÜSSELDORF Königsallee 6, Düsseldorf, Federal Republic of Germany
R. J. R. BONNELAND, European Representative

UK-INDIA LOAN, *continued*

pleted by the British exporter, will be sent by the Indian importer to the Government of India to be forwarded through the High Commission for India in London to the Ministry of Overseas Development for approval.

3. The invoices for goods supplied together with a completed payment certificate (see note below) should be sent by the exporter to the Indian importer in the usual way. A copy of these documents will in due course be forwarded by the importer to the High Commissioner for India, London, who will obtain the approval of the Ministry of Overseas Development to make payment from the loan funds.

Note:

Contract and payment certificates may be obtained from the High Commission for India, Accounts Department, 55 Jermyn Street, London, S.W.1.

Antigua/Barbados/British Guiana Free Trade Area Agreement

A CARIBBEAN Free Trade Area Agreement (CARIFTA) between Antigua, Barbados and British Guiana was signed on December 15, 1965. The main features of the Agreement are provisions for the elimination of duties and quotas on imports from member territories of goods deemed to be of CARIFTA origin. It is expected that the Agreement will come into operation not later than September 1, 1966.

A further notice will be published as soon as copies of the Agreement are available.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE/13654/G.

Tunisia and the People's Republic of China

THE TUNISIAN *Journal Officiel* of December 17-21, 1965, announced the renewal, for a further year from December 1, of the trade agreement of 1960 between Tunisia and the People's Republic of China. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

Hints to businessmen visiting Korea

A REVISED edition of the booklet on the Republic of Korea has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting the country on export business can obtain copies of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 2,000 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

FLY
CHEMICALS
(and Chemical Plant)
BY ACE
TO
ANY
PLACE
Phosphate
Design Quorum
Phosphates, dyestuffs, paint or powder, in cans, cases, bottles or barrels. All manner of goods travel well—travel fast by air freight. Chemical plant, too; Keep the pot boiling or the cat cracking. ACE handle urgent equipment with expertise and loving care.
ACE FREIGHTERS – EUROPE'S
GATWICK AIRPORT · HORLEY · SURREY · ENGLAND
FIRST ALL-FREIGHT AIRLINE
Telephone: CRAWLEY 20211 Telex: ACE CRAWLEY 87221 Telegrams: ACEFREIGHT CRAWLEY

NEWS OF GREAT WEIGHT!

New Alitalia all-cargo flights to Italy!

(in conjunction with BEA)

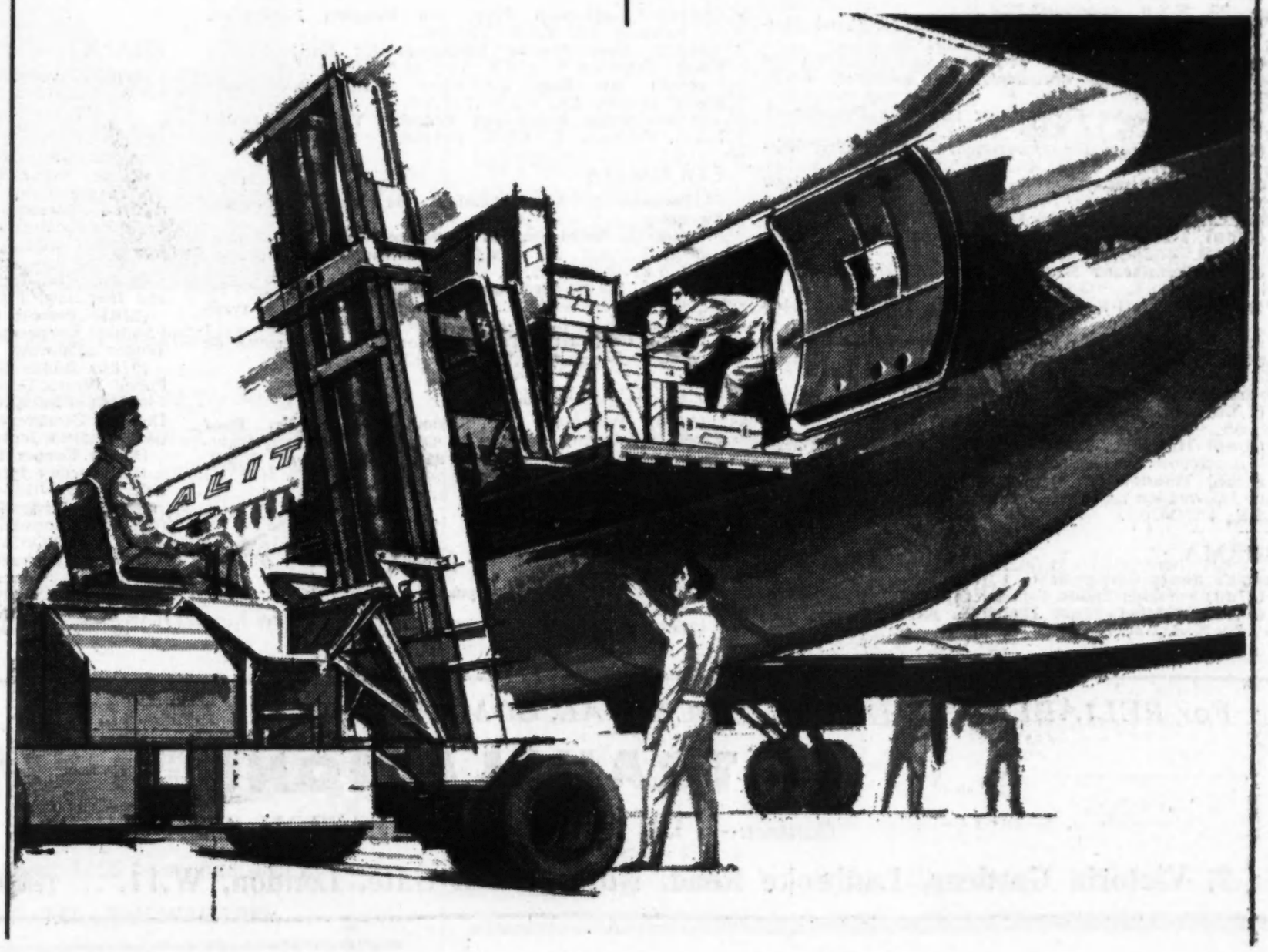
Now Alitalia increase their services to exporters by offering more flights per week on extra all-cargo planes. These are large-capacity DC-4s, carrying payloads of 8 tons (3000 cu. ft.). Ample capacity for your heaviest problems, because the DC-4 has a large loading door measuring 95 x 67 ins. With Alitalia expertise into the bargain you can be sure that your cargo's getting the V.I.P. treatment.

FLIGHT INFORMATION

LONDON/MILAN Daily except Monday
LONDON/ROME† Tue/Thur/Sun
†Flight No. Changes Milan.

SAME DAY connections at Rome for:
BANGKOK/BOMBAY/BUENOS AIRES/BENGHAZI/ CARACAS/ENTEBBE/JOHANNESBURG/ KARACHI/KHARTOUM/MONTEVIDEO/ RIO DE JANEIRO/SANTIAGO/SYDNEY/ SAO PAULO/SINGAPORE/TOKYO/TEHERAN/ TRIPOLI/TUNIS, and 24 other destinations.

Your Forwarding Agent knows Alitalia. So go and see him. Or call the Alitalia offices in London, Birmingham, Manchester, Glasgow or Dublin.



ALITALIA

AIRLINES

THOUSANDS OF EXPERTS AT YOUR SERVICE

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(1/66) Transformers for Brisbane City Council. January 28. E.S.B. 46349/65.*
(1/66) Circuit Breakers for Capricornia Regional Electricity Board. February 2. E.S.B. 46391/65.
(3/66) Water Pipe for City of Launceston. (Further Information.) Tender documents now available. E.S.B. 46393/65.*
(2/66) Pumps for Co-ordinator General's Department, Brisbane. February 14. E.S.B. 46351/65.*
(2/66) Switchgear for Department of Electricity, Brisbane. January 28. E.S.B. 46350/65.*
(4/66) Transformers for Electricity Commission of New South Wales. February 14. E.S.B. 1016/66.*
Electricity Trust of South Australia, Eastwood:
(1/66) Transmission Line Construction. February 24. E.S.B. 46343/65.
(1/66) Transformer Stands. January 27. E.S.B. 46345/65.
(1/66) Electrical Equipment. February 3. E.S.B. 46344/65.
(1/66) Chlorinating Plant for Engineering and Water Supply Department, Adelaide. February 3. E.S.B. 46359/65.
Hydro Electric Commission of Tasmania:
(1/66) Hydraulic Hoist. February 28. E.S.B. 46392/65.
(3/66) Hydraulics Hoist. (Further Information.) Tender documents now available. E.S.B. 46392/65.*
(1/66) Transformers for Sydney County Council. (Further Information.) Closing date postponed to January 27. E.S.B. 45704/65.

BURMA

People's Stores Corporation:
(4/66) Pumping Plants. January 29. E.S.B. 751/66.*
(5/65) Welding Plant; Hydraulic Jack. February 28. E.S.B. 1044/66.*
(4/66) Machinery; Equipment for Port of Rangoon. February 28. E.S.B. 744/66.*
(4/66) Steel Tubing for Rural Water Supply Project. January 29. E.S.B. 749/66.*
Trade Corporation:
(5/66) Dicalcium Phosphate. January 27. E.S.B. 1052/66.
(5/66) Calcium Hydroxide. January 27. E.S.B. 1047/66.*
(5/66) Calcium Chloride. January 27. E.S.B. 1048/66.*
(5/66) Calcium Napthanate. January 27. E.S.B. 1051/66.*
(5/66) Calcium Chloride. January 27. E.S.B. 1049/66.*
(3/66) Vehicles. February 21. E.S.B. 734/66.*
(4/66) Pumps; Air Compressors. February 7. E.S.B. 726/66.
(/66) Pile Driving Plant. February 21. E.S.B. 750/66.*
(5/66) Diesel Engines. January 31. E.S.B. 720/66.*
(5/66) M.S. Angles. February 11. E.S.B. 1045/66.*

CANADA

(4/66) Intake Gates and Hoists for British Colombia Hydro and Power Authority. February 22. E.S.B. 46389/65.
(3/66) Power Transformers for Manitoba Hydro. January 27. E.S.B. 46808/65.*

CEYLON

(4/66) Radio Communication and Direction Finding Equipment for Ceylon Fisheries Corporation. January 31. E.S.B. 741/66.*
(4/66) Bus Windows and Windscreens for Ceylon Transport Board. January 26. E.S.B. 703/66.*
(3/66) Drugs for Ministry of Agriculture and Food. February 3. E.S.B. 708/66.*
(5/66) Paints for Ministry of Finance. February 22. E.S.B. 1015/66.
Ministry of Health:
(4/66) Surgical Gloves. March 8. E.S.B. 711/66.*
(5/66) Water Supply Scheme. February 22. E.S.B. 1012/66.
(5/66) Sterilizers. March 25. E.S.B. 1011/66.*
Ministry of Land, Irrigation and Power:
(3/66) Lift. February 22. E.S.B. 709/66.
(5/66) Road Rollers. February 8. E.S.B. 1014/66.
Ministry of Local Government:
(3/66) Water Supply Scheme. February 3. E.S.B. 707/66.
(3/66) Purification Plant and Pumping Equipment. February 22. E.S.B. 702/66.
(4/66) Case Making Equipment for National Milk Board. February 8. E.S.B. 742/66.*
(4/66) Jute Bags for River Valleys Development Board. January 28. E.S.B. 717/66.
(3/66) Steam Boiler and Reducing Valve for Tender Board. February 2. E.S.B. 701/66.

COLOMBIA

El Instituto de Aprovechamiento de Aguas y Fomento Electrico:
(3/66) Hydro-Mechanical Equipment. (Further Information.) April 12. Tender documents now available. E.S.B. 30605/65.
(3/66) Electro-Mechanical Equipment. (Further Information.) April 12. Tender documents now available. E.S.B. 30606/65.
(2/66) Constructional Project for Empresa Puertos de Colombia. February 2. E.S.B. 46725/65.

CZECHOSLOVAKIA

(5/66) Production of Circumference Panels, Roof Panels and Partition Walls for Oborove Reditelstvi Stavebriho Strojivenstvi. Closing date not known. E.S.B. 1006/66.

FORMOSA

Central Trust of China:
(2/66) Pipes and Fittings. January 28. E.S.B. 46715/65.*
(2/66) Measuring Equipment. January 27. E.S.B. 46717/65.*
(2/66) Pipe. February 8. E.S.B. 46719/65.*

Mr. L. Bevan (left), United Kingdom Trade Commissioner in Kenya, recently visited the Glasgow plant of Caterpillar Tractor Co. Ltd. After a discussion with Mr. M. A. Clements, managing director, and Mr. Ross L. Adcock, sales manager, he toured the manufacturing and assembly areas, accompanied by Mr. G. Rowe (centre), London Office manager, United Africa Mechanical and Electrical Co. Ltd., Caterpillar dealer in Kenya, Ghana and Nigeria, and Mr. W. W. Rose, sales engineer, Caterpillar Tractor Co. Ltd. Mr. Bevan, Mr. Rowe and Mr. Rose are seen here beside a Caterpillar DC6 tractor scheduled for shipping to Kenya.

FRANCE

(2/66) Telegraph Equipment for SHAPE. February 28. E.S.B. 46727/65.*

INDIA

Beas Purchase Organization:
(2/66) Water Treatment Plant. (Further Information.) Tender documents now available. E.S.B. 42356/65.*
(2/66) Tamping Roller. (Further Information.) Tender documents now available. E.S.B. 42359/65.*
(2/66) Levels. (Further Information.) Tender documents now available. E.S.B. 42360/65.*
(2/66) Zinc Ingot for Directorate General of Supplies and Disposals. February 16. E.S.B. 46704/65.
(3/66) Process Instruments and Instrument Panels for Fertilizer Corporation of India Ltd. (Further Information.) Tender documents now available. E.S.B. 46141/65.*
(2/66) Bridge Construction for Government of Gujarat Public Works Department. February 7. E.S.B. 46630/65.
(4/66) Fire Extinguishing Sprinkler System for Hydel Designs Directorate. (Further Information.) Closing date postponed to January 31. E.S.B. 35734/65.
(5/66) Copper for Indian Railways Electrification, Calcutta. (Further Information.) Tender documents now available. E.S.B. 40844/65.*
(2/66) Navigational Lights for Kandla Port Trust. (Further Information.) Tender documents now available. E.S.B. 44522/65.*
(2/66) Construction of Canal for Koyna Hydro Electric Project. February 16. E.S.B. 46737/65.
Madras State Electricity Board:
(2/66) Metering Sets. (Further Information.) Tender documents now available. E.S.B. 46115/65.

(*Continued on page* 95)

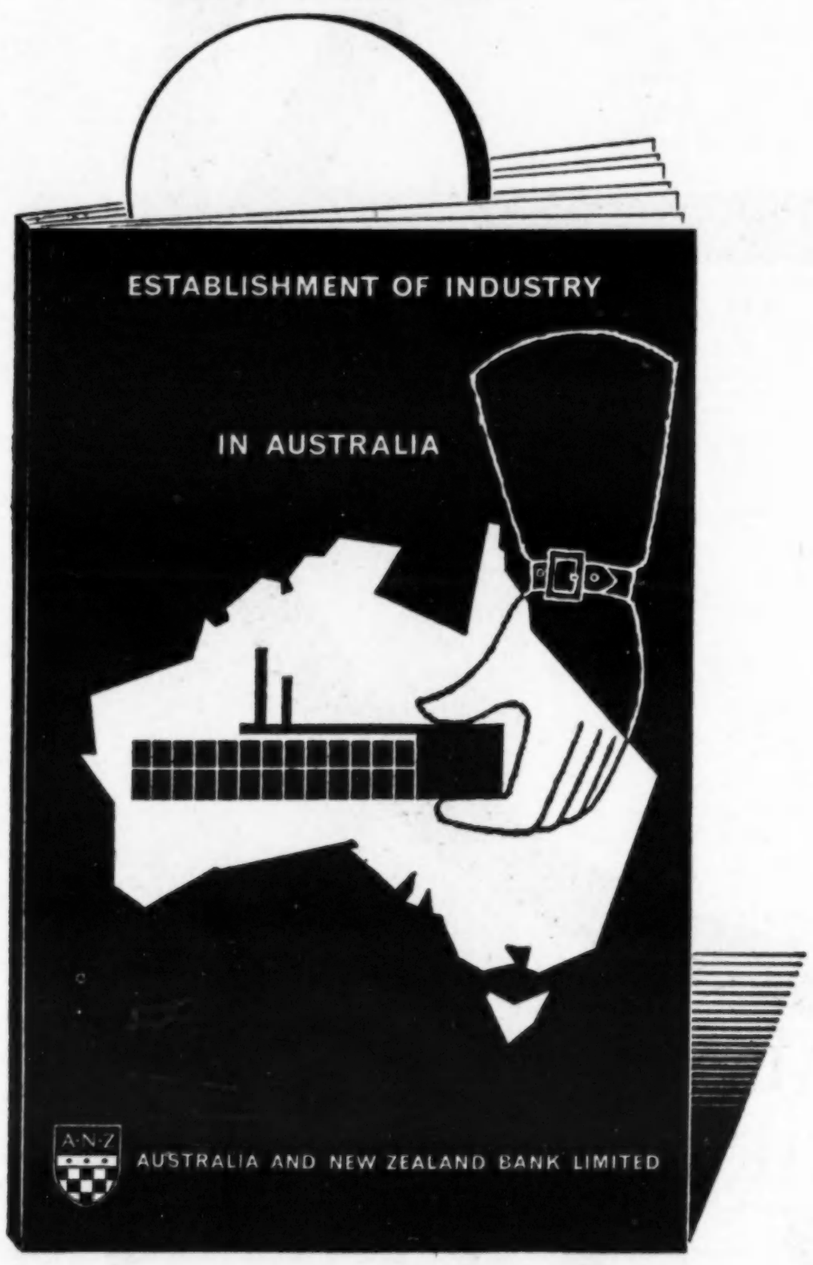
For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Thinking about **Extending your industry to Australia**?



FREE COPIES OBTAINABLE ON REQUEST

This book will help you. Specially prepared by Australia and New Zealand Bank for the manufacturer contemplating expansion into Australia, it covers every important aspect of the operation you will need to know before you begin. In its 70 pages, *Establishment of Industry in Australia* closely examines many subjects including company formation, taxation, import licensing, tariff protection, local regulations, markets and power supplies.

Australia and New Zealand Bank Limited A·N·Z

Over 1100 branches and agencies

71, CORNHILL, LONDON, E.C.3. TEL: AVENUE 1281

Be a good firm's rep—at up to £80 a week! plus car.

—no previous experience or great education required

The man in the car could be YOU! The house and family could be YOURS!—with you in a sparkling new life—an Outdoor Salesman calling on shops, or works, or farms, garages, etc.—and earning up to £80 a week!

The job **OFFERS YOU** (1) pay **100% FAIR;** (2) healthy outdoor life; (3) happiness — it's a job you can enjoy, you're dealing always with people; (4) social prestige — it's a job you can be proud of; (5) usually a car; (6) real prospects. **It CALLS FOR** (a) determination; (b) trained ability; (c) the will to work — slackers are useless. But **no previous experience or special education is required,** and if you are 18-50 and dissatisfied with present work, pay or prospects, you should examine this chance of a sparkling new life.

★

Nearly 90% of those for whom we find new jobs reach success first time. If those who need a second try are included, the ratio is over 90%! (Records can be inspected). We cannot know the ratio re those who get their own jobs, but have reason to believe it is similar. If you too have the will, we can help you too, to big success

You train AT HOME — for just one hour a day. Now send for details, including **CHECKABLE PROOF** of big success by ordinary men. No obligation. And the offer's worth taking. Clip the Coupon now!

— — — — — — — POST NOW — — — — — — —

NATIONAL SCHOOL OF SALESMANSHIP LTD.

National House,
Manchester 2

Tel: BLAckfriars 8811-2

London:
Danes Inn House,
265 Strand, W.C.2

Tel: CHAncery 4211-2

ESTABLISHED 1931

Please tell me without obligation, how I could become one of the 250,000 earning up to £80 a week in Outdoor Selling, your Guaranteed Appointments Service, and the Special Free Trial Plan.

NAME.....

ADDRESS.....

.....

.....

BLOCK LETTERS PLEASE BOT. 14/1/66

DIRECT FLIGHTS TO AUSTRALIA AND
THE SOUTH PACIFIC VIA THE ORIENT AND ASIA

Qantas Air Cargo

Qantas offers more direct jet air cargo services to Australia than any other airline. Qantas offers direct flights from Europe to Bangkok, Singapore, Hong Kong and Manila . . . several times a week. Speedier deliveries too—Qantas V-Jets are the fastest aircraft in round-the-world service.
When you freight Qantas, your goods fly faster and direct. They are individually stowed. Less handling, more *careful* handling ensures damage-free delivery, safeguards against pilferage. And Qantas know Australia and the Pacific best.
For helpful advice on all your import/export problems, contact your Air Cargo Agent or call Qantas Air Cargo today.

QANTAS AIR CARGO

45 YEARS OF DEPENDABLE SERVICE

QANTAS. with AIR INDIA and B.O.A.C.

A83.6K

(4/66) Switchboards. January 29. E.S.B. 718/66.
(4/66) Insulators. February 25. E.S.B. 46680/65.
(2/66) Locomotive Traverser for Madras Port Trust. March 2. E S B 46679/65.
(2/66) Capacitors for Rajasthan State Electricity Board. April 1. E.S.B. 46678/65.
(2/66) Crushing Plant: Aerial Ropeway for Uttar Pradesh State Industrial Corporation. March 21. E.S.B. 46728/65.

IRAN

Iranian Tobacco Monopoly:
(2/66) Cardboard. March 15. E.S.B. 46701/65.*
(2/66) Kraft Paper. March 14. E.S.B. 46702/65.*
(3/66) Cardboard. March 12. E.S.B. 46809/65.*
(3/66) Chemical Fertilizer for Ministry of Agriculture. February 12. E.S.B. 46819/65.*
(4/66) Cable for Ministry of Posts, Telegraphs and Telephone. February 3. E.S.B. 780/66.*
(1/66) Canvas for Ministry of War. February 21. E.S.B. 46373/65.*

IRAQ

(4/66) Pipes and Fittings for Administration of Distribution of Oil Products. January 30. E.S.B. 1018/66.*
(5/66) Canning Factory Materials for Canning Factory Administration. (Further Information.) Tender documents now available. E.S.B. 46176/65.*
(2/66) Iron Bars for Central Foreign Purchasing Board. February 19. E.S.B. 46707/65.
(4/66) Gas Cylinders for Gas Distribution Administration. February 15. E S.B. 1019/66.*
(2/66) Packaging Materials for Iraq Date Trading Co. January 31. E.S.B. 46703/65.*
(5/66) Generator Set for Ministry of Defence. February 12. E S.B. 759/66.*
Ministry of Finance:
(2/66) Communication Recorder. (Further Information.) Tender documents now available. E.S.B. 45561/65.*
(2/66) Shift Keyer Unit. (Further Information.) Tender documents now available. E.S.B. 45562/65.*
(2/66) Radio Transmitting Equipment. (Further Information.) Tender documents now available. E.S.B. 45563/65.*
(2/66) X-ray Units. (Further Information.) Tender documents now available. E.S.B. 45564/65.*
(2/66) Drugs. (Further Information.) Tender documents now available. E.S.B. 45565/65.*
(2/66) Paraffin Items. (Further Information.) Tender documents now available. E.S.B. 45566/65.*
(2/66) Printing Machines. (Further Information.) Tender documents now available. E.S.B. 45567/65.*
Ministry of Municipal and Rural Affairs:
(2/66) Transformers. February 1. E.S.B. 46709/65.
(2/66) Overhead Transmission Line. (Further Information.) Tender documents now available. E.S.B. 44571/65.*
(4/66) Water Supply Scheme. March 15. E.S.B. 1023/66.
(4/66) CI Pipes and Accessories. February 8. E.S.B. 1025/66.
(4/66) Steel Poles and Accessories. February 8. E.S.B. 1024/66.
(259/65) Transformers. February 1. E.S.B. 46360/65.
(259/65) Transformers. February 1. E.S.B. 46361/65.
(259/65) Battery Manufacturing Plant. (Further Information.) Tender documents now available from Iraqi Embassy. E.S.B. 44577/65.*
(4/66) Flanged and Dished Ends for Ministry of Oil. January 26. E.S.B. 1021/66.
Posts, Telegraphs and Telephones Administration:
(2/66) Wire. (Further Information.) Tender documents now available. E.S.B. 45551/65.*
(4/66) Copper Wire. February 15. E.S.B. 1022/66.

The Bader Machinery Company Ltd. claims to have had a record export year, their electric lamp making machines having been installed in electric lamp factories all over the world. The picture shows specially built equipment, manufactured at their Weybridge factory and exported by the Badalex Division of the Sale Tilney Group of Companies, in production at the Tekfen factory at Istanbul, one of the most modern lamp factories in Eastern Europe.

JORDAN

Central Water Authority:
(1/66) Water Distribution Systems Extension. January 31. E.S.B. 46196/65.
(5/66) Water Supply Project. February 28. E.S.B. 1009/66.*
(4/66) Road Roller, Boiler for Tulkarm Municipality. January 29. E.S.B. 1046/66.

KENYA

(2/66) Tyres and Tubes for East African Railways and Harbours. February 9. E.S.B. 46822/65.

KUWAIT

Central Tenders Committee:
(4/66) Vehicles. January 26. E.S.B. 789/66.
(4/66) Tractors and Trailer. February 1. E.S.B. 791/66.
(4/66) Polyethylene Film. February 2. E.S.B. 792/66.*
(4/66) Magnesium Carbonate. February 2. E.S.B. 793/66.*
(4/66) Diesel Alternator Set. February 2. E.S.B. 795/66.*

LEBANON

Conseil Executif des Grands Projects, Beirut:
(4/66) Power Line Construction. February 17. E.S.B. 730/66.
(4/66) Power Line Construction. February 24. E.S.B. 732/66.
(4/66) Power Line Construction. February 10. E.S.B. 731/66.

LIBYA

Central Tenders Board:
(2/66) School Construction. February 7. E.S.B. 46802/65.
(3/66) Building Construction. January 31. E.S.B. 46801/65.
(3/66) School Construction. February 7. E.S.B. 46803/65.
(3/66) Construction Project. February 7. E.S.B. 46804/65.
(3/66) Construction Project. February 7. E.S.B. 46805/65.
(4/66) Vehicle Service Stations. February 14. E.S.B. 1005/66.
(4/66) Workshop Equipment. February 14. E.S.B. 1004/66.
(2/66) Dental Instruments for Ministry of Health. February 7. E.S.B. 46806/65.

MALTA

(4/66) Printing Machinery for Director of Contracts. January 26. E.S.B. 797/66.
(2/66) Surgical Dressings for Medical and Health Department. January 26. E.S.B. 46601/65.

MALAYSIA

Ministry of Defence:
(3/66) Fumigation Services. January 28. E.S.B. 46614/65.
(3/66) Sisal Rope. January 28. E.S.B. 46613/65.
(3/66) Toilet Paper for District Tender Board Jesselton. February 11. E.S.B. 46821/65.

MOROCCO

(3/66) Hydro-electric Project for L'Office National de L'Electricite. February 28. (Pre-qualification.) E.S.B. 46820/65.*

MOZAMBIQUE

(3/66) Railway Crossing for Ports, Railways and Transport Department. March 21. E.S.B. 46842/65.

NEW ZEALAND

General Post Office:
(1/66) Potentiometers and Resistors. February 17. E.S.B. 46325/65.*
(1/66) Copper Wire. February 17. E.S.B. 46324/65.*
(1/66) Cable. February 7. E.S.B. 46374/65.*
(4/66) Underwater Communication Equipment. February 4. E.S.B. 747/66.*
(3/66) Paper for Government Printing Office. January 27. E.S.B. 46835/65.*
New Zealand Railways:
(4/66) Cable. February 16. E S B. 1017/66.*
(4/66) Air Conditioning Equipment. February 9. E.S.B. 746/66.*
(2/66) Transformers for North Auckland Electric Power Board. February 24. E.S.B. 46378/65.*
(4/66) Switchgear for Waitemata Electric Power Board. March 4. E.S.B. 764/66.*

NETHERLANDS

Chief Engineer, Director of Waterways:
(259/65) Riverworks Maintenance. January 26. E.S.B. 46348/65.
(4/66) Road Maintenance. February 1. E.S.B. 781/66.

PHILIPPINES REPUBLIC

(4/66) Steel Structures for National Power Corporation. February 15. E.S.B. 729/66.*

SINGAPORE

(4/66) Radio Equipment for Telecommunications Department. February 7. E.S.B. 771/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(1/66) Laundry Equipment. February 4. E.S.B. 46372/65.*
(1/66) Hospital Laundry Equipment. February 8. E.S.B. 46368/65.*

(*Continued on page 97*)

MEDITERRANEAN

Hull to Oporto/Leixoes* Lisbon, Genoa, Leghorn, Naples.

Hull to Gibraltar, Malta and Piraeus.

Hull to Istanbul and Izmir.

Hull to Famagusta and Haifa.

*Ellerman Berth.

Export the Wilson way

Wilson Line operates fast, direct and regular services to

THE MEDITERRANEAN

and to

CANADA

and can undertake a complete export service spanning road haulage, export documentation (customs entries, bills of lading, etc.) **A feature of our service is the prompt issue of Bills of lading.** Also regular Services to Scandinavia.

For further details write

ELLERMAN'S WILSON LINE LIMITED
COMMERCIAL ROAD HULL
Tel. 26081 Telex 52277/8

CANADA WINTER SERVICE

Hull to Saint John (N.B.) & Halifax (N.S.)

OPEN WATER SEASON

(From Mid. March).

Hull to Montreal, Toronto & Hamilton.

Whether it's strawberries or steam hammers, SAS have a gentle way with freight that helps cut insurance premiums. SAS speed your freight in pressurised and temperature controlled holds that save you a lot of packing headaches. Routing SAS means less reloading, less time delays, and lower costs. Send it SAS—anywhere in the world.

SCANDINAVIAN AIRLINES SYSTEM
SKY-FREIGHTER SERVICE

Call your SAS authorised agent or London Regent 0242, Bristol 292139, Birmingham Central 8806, Newcastle 21544, Manchester Deansgate 8431, Glasgow City 5832.

What's peculiar about a **Takahe**?

—its peculiarity to New Zealand! Believed for many years to be extinct, the TAKAHE was found still to exist when a colony of these handsome birds was discovered in Southland as recently as 1948. We know this because we are the National Bank of New Zealand. As such we have nearly 200 branches and agencies through which we provide a complete banking service in the North and South Islands. And in providing it we have gained over the years an expert knowledge of many subjects that extends far beyond the scope of banking. Any of it is yours for the asking, if you're thinking of doing business with New Zealand. So when you want to find out more about our country—

ask

The National Bank
OF NEW ZEALAND LIMITED

Established 1872

HEAD OFFICE: 8 MOORGATE, LONDON, EC2
Telephone: MONARCH 8311

Nearly 200 branches and agencies throughout New Zealand

(4/66) **Dust Handling Plant Extension** for Cape Town City Council. January 27. E.S.B. 798/66.
State Tender Board:
(3/66) **Textile.** January 26. E.S.B. 46832/65.*
(4/66) **Steam Traps.** (Further Information.) Tender is now cancelled. E.S.B. 43976/65.
(5/66) **Sleeve Fixing Tools.** January 26. E.S.B. 1031/66.*
(5/66) **Relays.** January 27. E.S.B. 1027/66.*
(5/66) **Tone Generators.** January 27. E.S.B. 1028/66.*
(5/66) **Rectifiers.** January 27. E.S.B. 1029/66.*
(4/66) **Street Cleaning Equipment** for Transvaal Provincial Tender Board. January 28. E.S.B. 755/66.*

SAUDI ARABIA

(1/66) **Vehicles** for Ministry of Agriculture. February 5. Tender documents now available. E.S.B. 46397/65.
(2/66) **Water Meters and Recording Apparatus** for Riyadh Water Affairs Department. February 10. E.S.B. 46400/65.

SUDAN

(1/66) **Generating Sets** for Ministry of Communications. January 31. E.S.B. 46355/65.*

SYRIAN ARAB REPUBLIC

(3/66) **Food Production Equipment** for General Organization for Executing Industrial Projects. (Further Information.) Closing date postponed to January 31. E.S.B. 33366/65.*
L'Etablissement de L'Electricité et des Eaux de Lattaquie:
(3/66) **Water Treatment Plant.** February 1. E.S.B. 46836/65.
(3/66) **Electro-Mechanical Equipment.** February 1. Tender documents (in French) available. E.S.B. 46399/65.
(5/66) **Road Construction** for Ministry of Communications. February 18. E.S.B. 468/66.*

THAILAND

(4/66) **Radio Equipment** for Department of Aviation. February 2. E.S.B. 712/66.
Metropolitan Electricity Authority:
(3/66) **Capacitors.** January 27. E.S.B. 46625/65.*
(4/66) **Circuit Breaker.** February 7. E.S.B. 799/66.*
State Railway of Thailand:
(2/66) **Prongs.** February 2. E.S.B. 46619/65.
(3/66) **Arc Welders.** February 7. E.S.B. 46627/65.
(3/66) **Arc Welders.** February 7. E.S.B. 46628/65.
(4/66) **Drilling Machine.** February 14. E.S.B. 784/66.*
(4/66) **Tungsten Carbide Tips.** January 26. E.S.B. 786/66.
(4/66) **Drilling Machine.** February 14. E.S.B. 785/66.*
(4/66) **Paper** for Thailand Tobacco Monopoly. January 26. E.S.B. 1001/66.

TURKEY

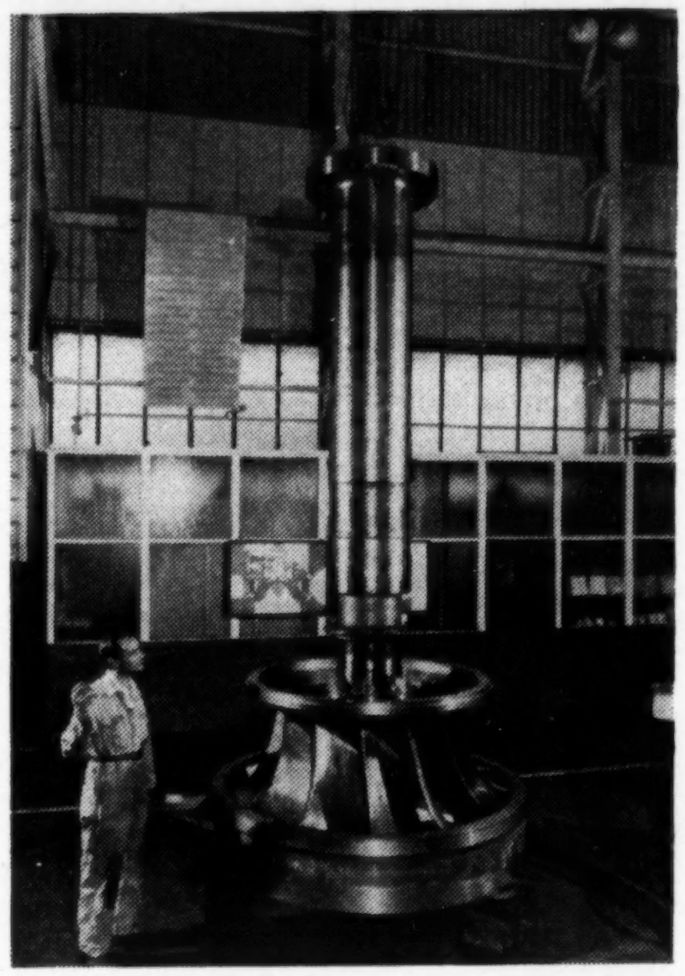
(4/66) **Electrical Equipment** for Bank of the Provinces, February 15. E.S.B. 777/66.*
(4/66) **Installation of a Kiln** for Karabuk Iron and Steel Works. February 1. E.S.B. 778/66.*

UNITED STATES OF AMERICA

(4/66) **Generator** for United States Corps of Engineers, Little Rock District. (Advance Information.) March 10. E.S.B. 783/66.

VIETNAM

Central Purchasing Authority:
(2/66) **Surgical Instruments.** February 4. E.S.B. 46814/65.*
(2/66) **Film.** February 4. E.S.B. 46813/65.*



Taken at the Netherton Works of The English Electric Company, Bootle, Lancs., this photograph shows the assembly of the shaft and runner of one of the 11,360 horsepower water turbines being supplied to the Electricity Supply Commission of Malawi. To be installed at Nkula Falls, on the Shire River near Blantyre, the English Electric equipment also includes two 9.000 kVA, 11,000 volt alternators, draft-tube gates, valves, machine ancillaries and the station crane.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
(259/65) Agency inquiry for synthetic and woollen textiles. E.S.B. 46228/65.

Antigua/Barbados/British Guiana
(4/66) Free Trade Area Agreement. C.R.E. 13654/G.

Australia
(3/66) Agency inquiry for engineers tools and supplies; hand tools; machine tools auxiliary components. E.S.B. 38983/65.
(4/66) Hospital Development. E.S.B. 2990/65.

Austria
(1/66) Agency inquiry for rainwear. E.S.B. 46418/65.
(3/66) Agency inquiry for hats. E.S.B. 46755/65.
(3/66) Agency inquiry for TV sets. E.S.B. 44377/65.

Bolivia
(1/66) Inquiry for toys. E.S.B. 46532/65.
(3/66) Inquiry for grinding mill bars and balls. E.S.B. 46763/65.
(4/66) Inquiry for bathroom accessories carpeting materials and rugs; lamps. E.S.B. 39038/65.
(4/66) Inquiry for gas bottles, containers and accessories; gas cooking stoves. E.S.B. 46670/65.

Cameroon
(2/66) Inquiry for textile machinery. E.S.B. 44297/65.

Canada
(4/66) Agency inquiry for cartons; wrapping machinery. E.S.B. 475/66.
(1/66) Inquiry for ventilators. E.S.B. 46209/65.
(2/66) Inquiry in respect of Saskatoon auditorium. E.S.B. 46251/65.
(3/66) Inquiry for audio and visual aids. E.S.B. 34078/65.
(3/66) Inquiry for builders' hardware; chalk line reels; hand and precision tools; 'shelf' hardware. E.S.B. 45924/65.
(3/66) Inquiry for camping equipment and clothing. E.S.B. 46579/65.
(3/66) Inquiry for driving gloves; motor car parts; sports car accessories. E.S.B. 46546/65.
(3/66) Inquiry for plotters; signal generators. E.S.B. 46567/65.
(4/66) Inquiry for lift trucks; nuts and bolts and screws. E.S.B. 447/66.
(4/66) Manufacture under licence – metal products. E.S.B. 30410/65.

Cyprus
(3/66) Agency inquiry for geological compasses and hammers; hydrological instruments. E.S.B. 46538/65.

El Salvador
(4/66) Agency inquiry for motorcycles, motor scooters and mopeds. E.S.B. 45259/65.

Fiji
(259/65) Agency inquiry for builders' supplies. E.S.B. 46227/65.
(259/65) Agency inquiry for canned herrings; groundnut oil. E.S.B. 46226/65.

Finland
(3/66) Agency inquiry for caravans. E.S.B. 46643/65.
(4/66) Agency inquiry for clothes lines. E.S.B. 46541/65.
(5/66) Agency inquiry for bathroom mats. E.S.B. 549/66.

France
(1/66) Agency inquiry for clothing. E.S.B. 46444/65.
(2/66) Agency inquiry for ceramics and porcelain. E.S.B. 46528/65.
(259/65) Inquiry for iron and steel sheets and plates; magnetic sheets. E.S.B. 46061/65.
(1/66) A conference on selling to the Common Market. E.S.B. 45634/65.

Germany, Federal Republic of
(259/65) Agency inquiry for car accessories and allied lines. E.S.B. 46003/65.
(259/65) Agency inquiry for men's suitings. E.S.B. 46507/65.
(4/66) Agency inquiry for conveying, hoisting, lifting equipment. E.S.B. 440/66.
(259/65) Inquiry for electronic and telecommunication equipment. E.S.B. 46043/65.
(259/65) Inquiry for wigmaker's gauze and tulle. E.S.B. 45886/65.
(1/66) Inquiry for mechanical presses. E.S.B. 45063/65.
(2/66) Inquiry for shelf brackets. E.S.B. 46410/65.
(3/66) Inquiry for rolling mill equipment; sheet piles. E.S.B. 45981/65.
(3/66) Import opportunity – salted herring. C.R.E. 66/65.

Greece
(1/66) Agency inquiry for woollen fabrics. E.S.B. 46210/65.

Israel
(3/66) Agency inquiry for educational films; industrial safety and protective equipment. E.S.B. 46658/65.
(4/66) Agency inquiry for machinery for the building industry. E.S.B. 22194/65.
(4/66) Agency inquiry for woodworking machinery. E.S.B. 559/66.
(3/66) Inquiry for chinaware; tablecloths. E.S.B. 46641/65.
(4/66) Inquiry for gauges; industrial safety equipment; thermometers; valves; welding equipment. E.S.B. 46746/65.

(*Continued on next page*)

Millions of pounds worth of EXPORT ORDERS began with an enquiry from a trade journal
THE BRITISH TRADE JOURNAL AND EXPORT WORLD—17,000 circulation in 80 countries
can assist in furthering your export sales and obtaining overseas agents for you.
SPECIMEN COPY of the striking new format, over 11" square, sent on request to
S. R. Scott, Manager, Bouverie House, 154 Fleet St., London EC4 (THE BENN GROUP)

Italy
(2/66) Agency inquiry for feeding stuffs ingredients; ground and cashew nuts; vegetable fibres; rubber and latex. E.S.B. 46436/65.
(2/66) Agency inquiry for toilet preparations. E.S.B. 46575/65.
(4/66) Inquiry for milking machines. E.S.B. 46564/65.

Jamaica
(259/65) Agency inquiry for curtain material. E.S.B. 46252/65.
(3/66) Inquiry in respect of cold store. E.S.B. 46787/65.
(3/66) Inquiry for dress-making forms. E.S.B. 46253/65.

Kenya
(1/66) Inquiry for PVC compounds. E.S.B. 31802/65.

Kuwait
(4/66) Agency inquiry for clothing; piece-goods. E.S.B. 482/66.

Lebanon
(4/66) Agency inquiry for blankets; cosmetics and toiletries; knitwear and hosiery; novelties and giftware; textiles. E.S.B. 46537/65.

Libya
(2/66) Inquiry for clothing and uniforms. E.S.B. 46223/65.

Malawi
(3/66) Agency inquiry for builders' hardware; ceiling, flooring and roofing materials; hardboard; tools; wire; venetian blinds. E.S.B. 33789/64.

Netherlands
(1/66) Inquiry for abrasive paper; decorating material; decorative requisites; paint brushes and rollers; paperhangers tables; spray guns. E.S.B. 44988/65.

Norway
(2/66) Inquiry for printing supplies. E.S.B. 45250/65.
(4/66) Inquiry for curtain material. E.S.B. 46092/65.

Pakistan
(2/66) Agency inquiry for pig iron. E.S.B. 46681/65.

Peru
(2/66) Inquiry for hotel tableware. E.S.B. 45661/65.

Portugal
(1/66) Manufacture under licence – prefabricated building components. E.S.B. 43466/65.
(2/66) Inquiry for cement mixers. E.S.B. 43841/65.
(2/66) Inquiry for parachutes and accessories; parachutists' equipment; parachute nylon. E.S.B. 45655/65.

Saudi Arabia
(3/66) Inquiry for cleaning materials; detergents. E.S.B. 46666/65.

Solomon Islands
(1/66) Inquiry for hospital supplies; medical equipment. E.S.B. 37073/65.

South Africa
(259/65) Agency inquiry for chemicals. E.S.B. 46218/65.
(4/66) Agency inquiry for fancy goods; novelties. E.S.B. 565/66.
(4/66) Agency inquiry for men's suitings. E.S.B. 557/66.

Spain
(1/66) Manufacture under licence – greasing equipment. E.S.B. 45662/65.
(4/66) Inquiry in respect of hospital equipment. E.S.B. 26081/65.

Sweden
(1/66) Agency inquiry for clothing. E.S.B. 46005/65.

Switzerland
(1/66) Agency inquiry for cine and photographic equipment; electrical household appliances; record players; tape recorders; TV sets. E.S.B. 46421/65.
(1/66) Agency inquiry for electrical and electronic apparatus; office machinery. E.S.B. 46411/65.
(1/66) Agency inquiry for piece-goods. E.S.B. 46404/65.
(4/66) Agency inquiry for precision balancing machines. E.S.B. 474/66.

Thailand
(259/65) Inquiry for lithographic finish; map paper. E.S.B. 46201/65.
(1/66) Inquiry for bottle sealing caps. E.S.B. 45651/65.

Uganda
(3/66) Inquiry for plastic and leather cloth for radios. E.S.B. 41998/65.
(5/66) Inquiry for clothing industry machinery; uniforms; uniform materials. E.S.B. 46557/65.

United States of America
(5/66) Agency inquiry for books and toys. E.S.B. 46644/65.
(259/65) Inquiry for helmets; motor cycle parts and accessories; tyres. E.S.B. 46255/65.
(259/65) Inquiry for supplies for the plumbing trade. E.S.B. 46057/65.
(1/66) Inquiry for automatic electrical parts; wire. E.S.B. 46250/65.
(3/66) Inquiry for eye glass holder. E.S.B. 15260/65.
(4/66) Inquiry for giftware; silver hollow-ware. E.S.B. 46093/65.

Uruguay
(1/66) Inquiry for electrical cable. E.S.B. 46097/65.

Yugoslavia
(2/66) Inquiry for industrial electrical furnaces. E.S.B. 45401/65.

Yugoslavia/Poland
(2/66) Trade Protocol. C.R.E. 4854/G.

Zambia
(4/66) Agency inquiry for syringes. E.S.B. 476/66.
(5/66) Agency inquiry for clothing. E.S.B. 449/66.
(5/66) Agency inquiry for clothing textiles. E.S.B. 448/66.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of October 15, 1965, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period October-December 1965 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 92.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Canada	Women's Ready to Wear Fashions	202/65
Chile	Refrigeration Machinery	247/65
Lebanon	China and Earthenware	201/65
Sweden	Engineers' Small Tools, Gauges and Measuring Instruments	250/65
Sweden	Women's, Girls' and Infants' Outer Wear (Excluding Knitwear)	211/65
Switzerland	Caravans	224/65
Venezuela	Oxy-acetylene and Electrical Welding Equipment	244/65

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Ceramic Products:		
China and Earthenware	Lebanon	201/65
Clothing:		
Women's, Girls' and Infants' Outer Wear (excluding Knitwear)	Sweden	211/65
Women's Ready to Wear Fashion	Canada	202/65
Machinery and Plant:		
Oxi-Acetylene & Electrical Welding Equipment	Venezuela	244/65
Refrigeration Machinery	Chile	247/65
Tools:		
Engineers' Small Tools, Gauges & Measuring Instruments	Sweden	250/65
Vehicles and Parts:		
Caravans	Switzerland	224/65

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

AIR-INDIA
A BOEING A DAY TO THE U.S.A.

The 'Export Service Bulletin'

DURING THE QUARTER ended December 31, 1965, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058).

Quarter ended December 31, 1965

Commodity Heading	No. of inquiries
Aircraft and watercraft	61
Boots, shoes and slippers	25
Brushes and brooms	10
Building supplies	128
Ceramic products	48
Chemicals, oils, fats, greases and paints	286
Clothing	116
Contracts	394
Cosmetics, etc.	19
Domestic appliances	79
Druggists' sundries	35
Drugs, pharmaceutical preparations	115
Electrical machinery and apparatus	801
Fancy goods	42
Foodstuffs, beverages, produce and tobacco	99
Furniture and floor coverings	76
Glass and glassware	52
Hard haberdashery	19
Iron and steel	463
Jewellery and cutlery	32
Leather and imitation leather	12
Livestock and appliances	14
Machinery and plant (including machine tools)	1,250
Medical and surgical appliances and equipment	464
Mineral products	57
Non-ferrous metals	191
Office machinery and equipment	50
Paper, printed matter and stationery	172
Photographic and cinematographic apparatus and requisites	39
Plastics materials	48
Radio apparatus (including television receivers, record players and tape recorders)	121
Railway and tramway rolling stock	93
Rubber manufactures	45
Scientific and optical instruments	244
Soap waxes, etc.	19
Sports goods	20
Textiles	252
Timber and wood manufactures	31
Tools, hand, and engineers' small (including portable power tools)	93
Toys, games and model engineering	23
Vehicles and parts	249
Watches and clocks	10

NCR's new 395-300 introduces, for the first time, an all-electronic accounting system for under £5,000. To be built in Dundee, it is anticipated that the first deliveries to customers will commence at the end of this year.

Lep

When freight takes flight...

Whether it's by scheduled services or special charter, Lep, with depots throughout the U.K. telex-linked with airport offices for fast service, are always on hand to undertake collection of your freight, prepare documentation and despatch to any part of the world.

Air groupage services operated to Australia, Canada, Hong Kong, Japan, Malta, New Zealand, South Africa and U.S.A.

LEP AIR SERVICES LTD

SUNLIGHT WHARF, UPPER THAMES ST., LONDON, E.C.4. Telephone: CENtral 5050

AIRPORT OFFICES: London, Belfast, Birmingham, Bristol, Cork, Edinburgh, Dublin, Gatwick, Leeds/Bradford, Luton, Lydd, Manchester, Prestwick, Renfrew, Shannon and Southend-on-Sea.

A Member of the Lep Group of Companies engaged in International Transport and Allied Services

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 369, which took place on December 6, the Executive Committee of the Central Bank ruled that import registrations authorized from December 10 onwards in respect of the following goods are subject to special regulations:

Section	Group	Item
IV	17	Tea, in bulk
		Coffee beans
IX	45/53	Additives for lubricating oils and petrol . . .
		Basic raw materials in powdered form . . .
		Polystyrene for general use
		Polystyrene, high impact
		Polystyrene with melting point of over 79°C
X	57/58	Razor blades
XI	61	Tools – except those which figure on the Prohibited List
		Domestic sewing machines of the table and pedestal types . . .
		Complete heads for domestic sewing machines
		Spare parts for equipment, machinery and elements for the constructional industry
		Spare parts and accessories for industry
		Sealed units for domestic refrigeration
	62	Spare parts for explosion and internal combustion engines
XII	66	Spare parts for motor vehicles
XIII	78	Pocket and wrist watches in cases of ordinary metals and alarm clocks
	79	Cash registers, typewriters, calculating, accounting and statistical machines
		Pieces and parts of typewriters
		Pieces and parts of office machines, other than typewriters
		Pieces and parts of radiotelephonic receiving sets, excepting tubes . . .
		Pieces and parts of television receiving sets: Deflexion yoke, fly back, tuner, high tension cables and screen tube or cinemascope

The special regulations are as follows:

(1) Within 60 days of the dates of their Bills of Lading, importers must make forward contracts with their Bankers for the total values of their shipments, depositing the full equivalents in Escudos.
Before making contracts, Banks must insist upon being shown the shipping documents in each case and must make out the relative Sales Cover Statement (*Planilla para Cobertura*) for the Central Bank. This latter document together with the copy of the Import Registration, will entitle the importer to request clearance of his goods through Customs.
The Customs clearance documents must be submitted to the Central Bank, together with the Sales Cover Statement (*Planilla para Cobertura*) for counter-signature, in each case. Once this has been obtained and provided that 120 days have elapsed since the date of the Bill of Lading Banks may remit payment.
(2) Delays in making forward contracts as mentioned in paragraph 1 will be penalised by fines of 3 per cent of the Value of the operation for each month of delay.
(3) Importers may operate voluntarily under these special regulations in respect of any category of goods not included in the above list, as also in respect of imports already paid for, in proper form, by letter of credit or still awaiting payment.
(4) Imports made under the following conditions are not subject to presentation of the Statement of Cover (*Planilla para Cobertura*) to the Customs authorities for the purpose of clearing the goods through Customs:
(a) Imports authorised on deferred payment terms or to be paid for out of the proceeds of foreign loans;
(b) Imports authorised payable out of the importer's own resources (*sin corbertura*);
(c) Imports authorised payable out of the proceeds of the importer's own exports;
(d) Imports authorised payable in dollars provided by the Treasury, and
(e) Imports of spare parts up to the value of U.S. $500 c.i.f. imported by users themselves.

Further restrictions on imports

HM EMBASSY in Santiago has reported that the Superintendent of Banks has issued instructions to the effect that letters of credit are not to be opened in respect of the following goods.

(Note: The sign '*' indicates that the regulations affect goods imported into the so-called 'free' zones).

Section	Group	Item
III	7	Natural musk
		Natural beaver
		Natural civet
		Skins of fine hair, untanned
	8	Mother of pearl, in pieces or discs, unworked
	10	Mohair wool
		Angora goat's hair or wool
		Camel hair
V	27	Soya flour
VI	32	*Alcoholic beverages
VIII	37	Nylon and similar yarns
		*Other yarns
	39	Elastic fabrics of synthetic fibres and rubber
		Other fabrics
		*Worsteds
		*Linoleum for floors
	43	*Carpets
IX	45/53	Waterproofing compositions
		Extracts and essences for making alcoholic beverages
		Formalin
		Polystyrene for general use
		Simonizing paste
		Acrylic sheets of a minimum of 1 mm thickness
		Potassium carbonate
	46	Bismuth hydroxide
		Bismuth subcarbonate
		Bismuth subgallate
		Bismuth subnitrate
		Bismuth subsilicate
		Coca leaves
		Repinifrin nebulizing solution
		Effervescent analgesic products
		*Toilet products
	49	Prepared pastes for manufacture of microgroove gramophone records
	51	Mimeographic inks and concentrates . . .
		Inks for cellophane paper
X	54	Corrugated galvanized sheets
	57/58	Taps, faucets and valves, not specified . . .
		Other accessories made of iron, steel or other metals
XI	61	Lifts and hoists and their accessories
		Compressors and implements for air conditioning
		Tanks for storing liquid gas
		Rubbish incinerators
		Lawn mowers
		Domestic sewing machines of the table or pedestal type
		Floor polishers and vacuum cleaners . . .
	62	2-pole motors for record players
		4-pole motors for record players
		Steam boilers of more than 150 sq. metres heating surface . . .
	63	Electric washing machines
		Electric torches of more than 3 elements
		Cylindrical dry cell batteries for electric torches . . .
		*Domestic washing machines
XII	66	Aircraft for civil aviation
		*Bicycles
		*Pick-up trucks
		*Motor vans
		*Pieces and parts of motor vehicles
		*Vehicles of the Jeep type
		*Motor cars and Station wagons
		*Pieces and parts of scooters
		*Pieces and parts of motorcycles
		*Pieces and parts of motor vehicles
XIII	68	Plate glass with two polished faces . . .
		Transparent plate glass of more than 9·5 mm thickness
		*Other ceramics, glassware . . .
		Pressed glass, opaque or stained
	69	*Acoustic pressboard of wood pulp . . .
		Other worked woods
	78	Pocket and wrist watches in cases of ordinary metals
		Snap clips for chains for pocket watches . . .
		*Pocket and wrist watches in cases of precious metals

Section	Group	Item
	79	Headphones for radio receiving sets
		Pneumatic post office circuits
		Electric and electronic accounting and statistical machines
		Electric calculating machines
		Cash registers, typewriters, calculating, accounting and statistical machines
		Pieces and parts for assembling slot record players
		Pieces and parts of television receiving sets
		Pieces and parts of radio-telephonic receiving sets, except tubes . . .
		Pieces and parts of record players, except base platforms . . .
		*Radio receiving sets, tape recorders and record players
		*Television receiving sets
	81	Fountain pens, automatic pencils and their pieces and parts
		*Refrigerators of all types

COLOMBIA

Establishment of an Industrial Register

THE BRITISH EMBASSY in Bogota has reported the establishment by Presidential Decree of an Industrial Register of Colombia by means of which the Government will have readily available information on the capacity of Colombian industry on which to base its policies.

With effect from October 1, 1965, all industrial manufacturing establishments in Colombia are required to register with the Ministry of Development, which is authorised to issue the necessary regulations governing registration.

Information ultimately contained in the Register will be treated by the Ministry of Development as strictly confidential.

No further information on this proposal is available at present, but full details will be published when they are received from the Embassy in Bogota.

Prior deposits on imports

THE BRITISH EMBASSY at Bogota has reported that the Colombian Monetary Board's Resolution No. 47 of December 7 modifies the rate of prior deposits on the following Customs items:

Customs Item No.	Description	Rate of Deposit
29.14	Monoacids and their anhydrides, acid halides, acid peroxides, etc:	
29.14 A III	Acetic anhydride	30%
97.07	Electro-magnetic, electro-static, electronic and similar musical instruments:	
97.07 A	Organs (exclusively those for religious worship) . . .	60%
73.14	Iron or steel wire, whether or not coated but not insulated:	
73.14 B	Coated	65%

VENEZUELA

Customs duties

IT HAS BEEN reported by HM Embassy in Caracas that the Venezuelan Ministries of Finance and Development have introduced a resolution No. 4369 which increases the duty on certain categories of cardboard. Details are as follows:

Tariff Item No.	Description	Duty
641-19-09	Cardboard, n.e.s., not cut to size	Bs. 0·70
641-19-09-1	Suppressed	
641-19-09-2	Suppressed	
641-19-09-3	Suppressed	
641-19-10-1	Common, up to 1 mm. thick	Bs. 0·70
641-19-10-2	Suppressed	
Note	Suppressed	
641-19-10-9	Paperboard, n.e.s., not cut to size	Bs. 0·70

This resolution enters into effect on the expiry of 20 days from the date of publication and also affects those imports entering the country by parcel post.

HAITI

Customs tariff

HM EMBASSY in Port-au-Prince report that a Presidential Decree has been published in the Official Gazette *Le Moniteur* No. 117 of December 20, 1965.

Tariff No.	Description	Net Kg.
10.01.01	Wheat and meslin for industrial use	US 0·106

DOMINICAN REPUBLIC

Restrictions on the allocation of foreign exchange

HM EMBASSY in Santo Domingo report that on November 26, 1965, the 'Junta Monetaria' adopted a resolution whereby the Banco Central shall not approve application for foreign exchange from importers through the commercial banks established in the country, for the commodities described as follows except when the commodities have been imported by means of Letters of Credit:

Motor-cars (excluding buses, lorries, vans, motor scooters equipped to carry goods)
Jeeps
Station wagons
Gramophones
Radios
Radiograms
Television sets
Ice-boxes
Refrigerators
Freezers
Air-conditioners
Electric heaters
Liquefiers
Toasters
Vacuum cleaners
Jute-boxes
Washing machines
Beaters
Ventilators or fans.

Therefore the Central Bank shall not grant foreign exchange to cover drafts or acceptances which relate to the above commodities, and the commercial banks have been instructed to refrain from forwarding applications of this type to the Central Bank.

ANTIGUA

Exemptions from customs duty and consumption tax

ANTIGUA SR and O No. 45 of 1965 amends the Second Schedule (Exemptions from Customs Duty) to the Antigua Customs Duties Ordinance, 1927, by the substitution for Item 29A of the following:

29A. Poultry feeds, poultry laying cages, incubators for hatching eggs by artificial heat, egg containers, poultry feed bins, waterers (with or without floats) used in connection with poultry, and floats

(*Continued on next page*)

Building Materials for Export Only

Acting on behalf of Manufacturers, as Sole Export Concessionaires, we can supply the following:

(1) "VITREFLEX" Rainwater and Soil Pipes.
(2) "RICHARDS" Mild Steel Gutter Brackets, Pipe Clips, etc.
(3) SALT-GLAZED Stoneware Pipes and Fittings to BSS 65 and Acid Resistant Ones to BSS 1143.
(4) "ALBION" Stoneware Conduits for laying electrical cables underground.
(5) CAST IRON Rainwater Pipes and Fittings to BSS 460; C.I. Soil Pipes and Fittings to BSS 416
(6) CAST IRON Drain Goods to BSS 437 and BSS 1130.
(7) CAST IRON Manhole Covers and Frames to our Own Standards.
(8) CAST IRON Manhole Covers and Frames to BSS 497/1952 and MALLEABLE C.I. Step Irons to BSS 1247/1955.
(9) METAL WINDOWS and Doors including those made to BSS 990.

We invite your enquiries, giving details of quantities and types required.

ROBERT CROSS & CO. (READING) LTD.,
3 Durward House, 31 Kensington Court, London, W.8
Telephone: WEStern 3558

ANTIGUA, *continued*

for such waterers, and brooders to be used as covers for sheltering young chickens.

This Notice also incorporates an amendment to the First Schedule (Goods exempt from Consumption Tax) to the Consumption Tax Ordinance, 1963, by the addition of the following new paragraph:

19. Articles imported or taken out of bond for use in connection with poultry, namely: poultry feeds, poultry laying cages, incubators for hatching eggs by artificial heat, poultry bins, waterers (with or without floats), and floats for such waterers, and brooders to be used as covers for sheltering young chickens.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

NICARAGUA

Import control

HM EMBASSY in Managua reports that all classification lists were abolished from October 1, 1965, the date on which prior deposits were abolished, details of which were published in the *Board of Trade Journal* of October 8, 1965.

The only import requirement still in force is that all importers must register annually with the Ministry of Economy. Licences valid for one year, and renewable, are issued, authorising applicants to act as importers for any class of goods.

TRINIDAD

Import duties on textiles

THE BOARD OF TRADE have been advised by cable that the temporary increases in duty imposed, until December 31, 1965, by the Trinidad Customs (Import Duty) Order, 1965, on certain textiles have now been confirmed as permanent. Details of these increases were published in the *Board of Trade Journal* of May 21, 1965, page 1170. In addition a surcharge of 10 cents per square yard has been imposed on items 652-01.01, 652-01.021, 652-01.022, 652-01.03, 652-02.199 and 653-05.55.

Inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

CANADA

Customs tariff amendment

THE CANADIAN GOVERNMENT have issued Order-in-Council PC 1965-2299, dated December 23, 1965, making the following addition to the Customs Tariff.

Schedule 'A'

Tariff Item	Description of Product	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
15635-1	Vodka . . . per gallon of the strength of proof And in addition thereto, under all tariffs $9·00 per gallon of the strength of proof	$5·00	$6·00	$10·00

When the goods specified in this item are of greater or less strength than the strength or proof, the measurement thereof and the amount of duty payable thereon shall be increased or decreased in proportion for any greater or less strength than the strength of proof.

Import of periodicals regulations

DETAILS of a change in the Canadian Customs Tariff prohibiting the import of periodicals containing certain advertisements directed to the Canadian market, effective January 1, 1966, were published in the *Board of Trade Journal* dated May 21, 1965, page 1167.

Regulations governing the import of periodicals are now contained in Canadian Department of National Revenue Memorandum D34 dated December 23, 1965, which may be seen at the Board of Trade, Commercial Relations and Exports Department, Room 340, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2629).

UNITED STATES

Control of air pollution from motor vehicles

THE UNITED STATES Department of Health, Education and Welfare has published proposed regulations containing standards providing for the control of air pollution from new motor vehicles and new motor vehicle engines. The regulations will become effective on re-publication and will be applicable to new motor vehicles and new motor vehicle engines beginning with the 1968 model year; they will apply to both United States products and to imports. These regulations are subject to revision and additional standards may be prescribed for subsequent model years.

Interested persons may submit written data, views, or arguments (in quadruplicate) in regard to the proposed regulations to the Secretary of Health, Education and Welfare, Washington DC, 20201. All relevant material received not later than January 30, 1966, will be considered.

A copy of the proposed regulations can be seen in the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Flammable Fabrics Act

THE United States Federal Trade Commission have issued an interpretation of regulations under the Flammable Fabrics Act, relating to cloth of a finished type of less than 24 inches on any side, to prevent the sale to the consuming public of wearing apparel or fabrics which are so highly flammable as to be dangerous when worn by individuals. The Commission are of the opinion that any piece of cloth of a finished type or any other product of a finished type which appears to be likely to be used as a covering for the head, neck, face, shoulders or any part thereof, or otherwise be used as an article of clothing, garment or costume, is an article of wearing apparel and subject to the Act.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

IRISH REPUBLIC

Quota restrictions and customs duties on footwear amended

THE IRISH REPUBLIC Revenue Commissioners announce that the Government have made two Orders entitled the Control of Imports (Amendment of Quota No. 3 and Revocation of Quota No. 4) Order, 1965, and the Imposition of Duties (No. 150) (Footwear) Order, 1965. The effect of the Orders, which came into operation on January 1, 1966, is:

(i) to revoke the Control of Imports (Quota No. 4) (Rubber Footwear) Order, 1934, as amended;

(ii) to amend the Control of Imports (Quota No. 3) (Leather Footwear) Order, 1934, as amended, so as to make the quota applicable to all footwear other than footwear with outer soles and uppers of rubber or artificial plastic material;

(iii) to amend the rates of duty applicable to Tariff Heading Nos. 64.01 to 64.04 inclusive as follows:

Rate of Duty		
Full	Preferential	Special Preferential
54 per cent or 9s. 0d. per pair	54 per cent or 9s. 0d. per pair	36 per cent or 6s. 0d. per pair
whichever of the alternative rates applicable is the greater.		

Note: These rates will now apply also to secondhand footwear classified at Tariff Heading No. 63.01 (B).

General Licence. A general licence has been issued authorizing the importation without payment of duty of goods prohibited to be imported under the Quota (No. 3) Order, as amended, while the

import restrictions imposed by that Order remain in force. The new duties on other footwear are *not* covered by that general licence.

Exemptions and Exclusions. The existing exemptions and exclusions from the quota, i.e. for samples, temporary importation, surgical or medical articles, etc., continue to apply.

FRANCE

Publication of the fifth plan for economic and social development

THE FRENCH Fifth Plan (1966-1970) is now obtainable from Imprimerie des Journaux Officiels, 26 rue Desaix, Paris, in published form. It comprises:

(a) **Volume 1.** The Plan itself as approved by the National Assembly. (Brochure No. 1278, price 6 francs.)

(b) **Volume 2.** The Annexes. (Brochure No. 1278 bis, price 18 francs.) These annexes were prepared by the Commissariat General du Plan, each one covering the field of activity of one of the 'Commissions on Modernisation'. They are in effect reference papers and differ from the Plan itself in that they have not been submitted to the Social and Economic Council for its view, nor have they been approved by the Assembly, although both have had access to them. The titles of the Annexes are:

A. Employment.
B. Scientific and Technical Research.
C. Productivity.
D. Foreign Trade.
E. Economic Activities.
  (a) Industries.
    1. Intermediate industries.
    2. Chemicals.
    3. Minerals and non-ferrous metals.
    4. Steel.
    5. Iron mining.
    6. Building and public works, construction materials.
    7. Agricultural industries and food.
    8. Fisheries.
    9. Technical institutes, etc.
  (b) Energy.
  (c) Commerce.
  (d) Tourism.
  (e) Artisanal industries.
F. Housing and Public Services.
  1. Housing.
  2. Schools, universities and sports.
  3. Cultural institutions.
  4. Hospitals and social services.
  5. Transport.
  6. Post and telecommunications.
  7. Urban development.
  8. Radio and television.
  9. Water supplies.
G. Regional Development.
H. The French Overseas Departments.
I. French Overseas Possessions.
J. The development of Economic Statistics.

Modifications to customs tariff

THE FRENCH *Journal Officiel* of January 5 announced the following amendments to the French customs tariff:

Tariff No.	Description	Rate of Duty
01·02	Live animals of the bovine species, including buffalo:	
	A. Domestic species:	
	II. Other than pure-bred for breeding purposes:	
	(b) Other than intended for slaughter:	
	(1) Bulls	16% (1)
	(2) Other	16% (1)

(1) This footnote has not been modified.

Imports of live animals

THE FRENCH *Journal Officiel* of January 5 announced that imports, except for slaughter, of live animals of the bovine or ovine species, not being one of the breeds listed in the register maintained by the French Ministry of Agriculture, are forbidden.

The list of breeds in the register will be published in the *Journal Officiel* and will be amended as necessary by further published notices.

(*Continued on next page*)

New markets *need* new appraisals

If you are seeking up-to-date information on business prospects in France or Nigeria

consult first

BRITISH AND FRENCH BANK LIMITED

33/36 KING WILLIAM STREET LONDON EC4 TELEPHONE MANSION HOUSE 5678

Affiliated Bank in Nigeria

United Bank for Africa Limited

Members of the world-wide banking Group headed by **Banque Nationale pour le Commerce et l'Industrie**

FRANCE, *continued*

Imported animals must have, at the time of customs clearance, a certificate from the qualified agricultural services of the country of origin certifying the breed of the animals concerned. This certificate may be endorsed on the sanitary certificate accompanying the animals.

Temporary, general or specific, derogations will be granted by the French Ministry of Agriculture for:

Castrated male animals;

For animals of certain bovine or ovine breeds;

For cross-bred animals recognized as being economically viable.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Suspension of import duties on tea and tropical hardwoods

THE BOARD OF TRADE JOURNAL of September 20, 1963 contained details of an arrangement made between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea and tropical hardwoods (tariff headings number 09.02, 09.03, 44.03, 44.04 and 44.05).

The arrangements were brought into effect on the United Kingdom side by Import Duties (General) (No. 11) Order 1963 published on December 17, 1963 and on the EEC side by Decisions numbered 63/626, 63/627 and 63/628 published in the *Journal Officiel des Communautes Europeennes* dated November 11, 1963. The suspensions were to run from January 1, 1964 until December 31, 1965.

By an exchange of letters signed on December 30, 1965, the United Kingdom and the European Economic Community have agreed to extend the agreement for a further year until December 31, 1966.

BENELUX

Amendments to customs import tariff

A BELGIAN Royal Decree of December 27, 1965 (*Moniteur Belge*, No. 250 of December 30), provides for reductions in the Benelux Customs Tariff on imports from other EEC countries and a second move of certain agricultural items towards the alignment of the Benelux tariff with the Common Market External Tariff in accordance with the conditions laid down under the Treaty of Rome with effect from January 1, 1966.

The text of the above-mentioned Decree (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of December 24, 1965 (*Moniteur Belge* No. 250 of December 30) contains a list of goods (reproduced below) to be admitted free or at a reduced rate of import duty **during 1966,** up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force on January 1, 1966.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced duty (Per cent)	
		OLD (Prior to Jan 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan 1, 1966)	NEW (From Jan. 1, 1966)
73.01 B II b	Haematite pig iron and cast iron containing 1·5% or less by weight of manganese, except that exclusively made using charcoal . .	24,000	24,000	5	5
ex 73.08 A	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight) the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ("décapées"), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres .	200*	600†	Free	Free
ex 73.15 A IV b	High steel carbon wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 6 millimetres and containing: At least 0·62% but not more than 0·74% by weight of carbon .	3,600*	4,000†	Free	Free
	At least 0·62% but not more than 0·85% by weight of carbon .	400*	300†	Free	Free
ex 73.15 A IV b	High carbon steel wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 13 millimetres, containing by weight at least 0·60% but not more than 1·05% carbon; at least 0·10% but not more than 0·25% silicon; 0·05% or less of phosphorus and sulphur taken together; 0·10% or less of other elements taken together, except manganese . .	500*	500†	Free	Free

*Quota for the second half of 1965. †Quota for the first half of 1966.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of November 26, 1965, page 1308.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/9419 of December 30, 1965 (*Nederlandse Staatscourant* No. 253 of December 30), contains a *consolidated* list of goods (reproduced below) to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, wash-

ing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from January 1, 1966.

(1) Tariff No.	(2) Description of Goods	(3) Annual quota (Quantity: Metric tons) OLD (Prior to Jan. 1, 1966)	(3) Annual quota (Quantity: Metric tons) NEW (From Jan. 1, 1966)	(4) Duty-free or reduced duty (Per cent) OLD (Prior to Jan. 1, 1966)	(4) Duty-free or reduced duty (Per cent) NEW (From Jan. 1, 1966)
08.02 A I a 08.02 A II a	Seville oranges	160	150	3 (Jan. 1, 1965-Mar. 31, 1965); 2·3 (April 1, 1965-Oct. 15, 1965); 3 (Oct. 16, 1965-Dec. 31, 1965)	6 (Jan. 1, 1966-Mar. 31, 1966); 4·5 (April 1, 1966-Oct. 15, 1966); 6 (Oct. 16, 1966-Dec. 31, 1966)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg	570	545*	2·4	2·4
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	15	15	1·8	2·5
73.01 B II b	Haematite pig iron and cast iron, containing 1·5% or less by weight of manganese, *other than* exclusively made with charcoal and containing not more than 0·07% by weight of phosphorus and not more than 0·03% by weight of sulphur	10,000	10,000	5	5
73.01 C II	Phosphoric pig iron and cast iron containing more than 1% by weight of silicon				
ex 73.13 B IV e 2	Sheets and plates, of iron or steel, clad with nickel, 'monel' metal or stainless steel	140	140	6	6
ex 73.15 B IV b 1 ex 73.15 B IV b 2	Wire rod of stainless steel Bars and rods of stainless steel	300	300	6	6
ex 73.15 B IV b 2	Bars and rods of alloy tool steel, namely steel, other than high speed steel, containing either: At least 0·60% by weight of carbon; Less than 0·04% by weight of sulphur or phosphorus, each of these elements taken separately; Less than 0·07% by weight of sulphur and phosphorus taken together: Not more than 2% by weight of manganese; Not more than 1% by weight of silicon; Less than 12% by weight of chromium; Not more than 10% by weight of wolfram; Not more than 1% by weight of vanadium; Not more than 5% by weight of nickel; Not more than 1% by weight of molybdenum; Not more than 2% by weight of cobalt; or: Not more than 13% by weight of chromium, but more than 1% by weight of carbon	100	100	6	6
ex 73.15 B IV b 1 ex 73.15 B IV b 2	Wire rod of high speed steel Bars and rods of high speed steel	75	75	6	6
73.13 A I and 73.15 B IV a 1	'Electrical' sheets and plates with a watt-loss regardless of thickness of 0·75 watt or less	400†	400‡	4	5
76.01 A	Unwrought aluminium	10,000	13,000	5	5
77.01 A	Unwrought magnesium	160	190	Free	1·5
78.01 A	Unwrought lead	30,500	30,500	Free	Free
79.01 A	Unwrought zinc	10,000	10,000	Free	Free

† Quota for the second half of 1965.
‡ Quota for the first half of 1966.
* Quota for the period from January 1, 1966, to November 30, 1966, inclusive.

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of October 29 1965, page 1062.

FEDERAL REPUBLIC OF GERMANY

Foodstuffs regulations

THE FEDERAL German Government has issued with effect from December 31, 1965, a third order amending the Order on Dietetic Foodstuffs of August 6, 1964.

The text of this order, as published in *Bundesgesetzblatt* Part I, No. 73, of December 31, 1965, can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

PORTUGAL

Drawback of import duty on lead

THE PORTUGUESE *Diario do Governo*, First Series, No. 181 of August 13, 1965, publishes Order No. 21,465 authorizing the importation under the drawback system of lead for the manufacture of lead carbonate.

The duties corresponding to the lead imported under the drawback system and existing in the exported products shall be refunded.

Further information about the calculation of the import duties to be refunded, etc., may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

SPAIN

Suspension of customs duties

IN THE *State Gazette* of December 24 and 25, 1965, the Spanish authorities announced the following regulations regarding import duties:

Tariff heading	Description	Details
09-01 A	Coffee, not roasted	Suspension of duties extended to March 26, 1966
12-01 B	Groundnuts seed	Suspension of duties extended to March 13, 1966
26-01 E	Lead ore	Suspension of duties extended to March 7, 1966
73-06	Puddled bars and pilings, ingots, blocks, lumps of iron or steel	Suspension of duties extended to March 2, 1966
73-07 B 2 a	Blooms of more than 500 kgs weight	Suspension of duties extended to March 2, 1966
73-07 B 4 a	Slabs of more than 1,000 kgs weight and more than 120 mm. thickness	Suspension of duties extended to March 2, 1966

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

GREECE

Tax changes

THE GREEK Government is seeking approval for legislation to impose the following tax changes, some of which are roughly equivalent to selective increases in import duties.

A. A new tax on income equal to 10 per cent of income tax payable by individuals and legal entities for each of the years 1966 and 1967.

B. (i) An increase in 1966 and 1967 of 30 per cent in the tax levied on new cars at time of registration (the so-called 'contribution' tax).
(ii) An increase of 40 per cent in the annual circulation tax on private passenger vehicles and of 20 per cent for commercial vehicles.

C. The extension, to imported goods vehicles with payload capacities of up to half a ton, of the special levy in excess of normal customs duty at half the rate paid by private cars.

D. The doubling from 0·5 per cent to 1 per cent, of stamp duties on all documents involved in the purchase of goods from abroad and the domestic purchase of agricultural products, moveable goods and offers of services. Smaller increases already imposed in certain sectors will be absorbed by this measure.

E. The fixing of stamp duty on all commercial and financial bills at 6 per cent, regardless of the period of maturity.

F. An increase in the present 6 per cent basic rate of turnover tax by 1 unit to 7 per cent, and in those rates at present lower than 6 per cent an increase of 20 per cent.

G. The levy of luxury tax on all synthetic fibres for the textile industry whether of domestic or foreign manufacture.

H. The levy of a lump sum tax on lorry owners in respect of increased earning power of goods vehicles arising from increases

(*Continued on next page*)

GREECE, *continued*

in permitted payloads. (This measure will be applied retroactively from November 24, 1965.)

I. The abolition or reduction of the following exemptions:
   (i) The reduction in the percentage of MPs' salaries which is exempted from tax;
   (ii) the abolition of all exemptions from special surtax on passenger cars imported, either by the Government or by certain privileged persons, except for severely war-disabled persons;
   (iii) the abolition of the exemption from turnover tax of bills for electricity consumed for domestic purposes outside the Athens area.

The measures in paragraphs B(i), C, F and G came into effect on January 1, 1966, but those in paragraphs A, B(ii), D and E will not be implemented until the law has been passed by Parliament.

Any inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 499 and 450).

KUWAIT

Ban on imports of asbestos pipes

A TRANSLATION is given below of Ministerial Decree No. 14 published by the Ministry of Commerce in Kuwait on November 7, 1965:

In accordance with the requirements of economic interest and to protect the national industry, and in accordance with the provisions of Article 5 of the Importation Law No. 43 of 1964, we have decided the following:

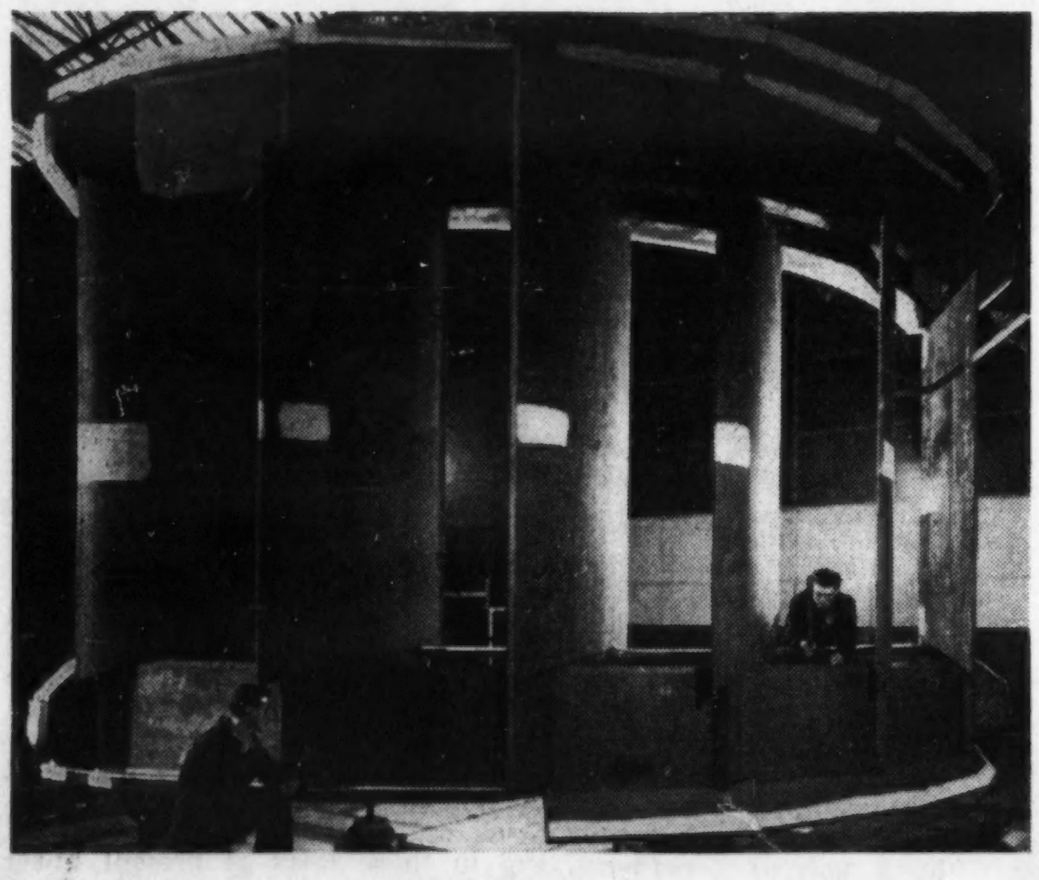
(1) to ban the import of all asbestos pipes into Kuwait from abroad until further notice.
(2) consignments shipped before the issue of this decree are excepted.
(3) this decree comes into effect from the date of its publication.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE 11502/G.

ISRAEL

Foodstuffs regulations

ISRAEL Standard No. 128 lays down the regulations governing the use of dyes in foodstuffs. A translation of these regulations is now available in Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).



Four 110,000 horsepower Kaplan water turbines are being built by The English Electric Company for the Niger Dams Authority of the Federal Government of Nigeria. Scheduled for operation by the end of 1968, the turbines will be installed at the Kainji Development, 260 miles north of Lagos. The photograph shows a quadrant of one of the stay-rings being marked off at the English Electric Netherton Works, Bootle, Lancs.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (No. 2) (Amendment) Regulations, 1965 (No. 15), published as Rhodesian Notice No. 891, of December 31, 1965, amends the Customs and Excise (Suspension) Regulations 1965, to the following extent:

(Britain pays the Column B rate of duty)

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 113 (*b*)	FIRST SCHEDULE By the repeal of the following item: Side and lid handles of aluminium covered with a plastic moulding, or of plastic with aluminium fittings; of a type suitable for fitting to bodies and lids of domestic hollow-ware . . *ad val.*	20%	12½%	10%	Free

Note: The amendment above shall not have effect in respect of goods which have been dispatched to Rhodesia before December 1, 1965.

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	NINTH SCHEDULE By the insertion of the following items:				
Ex 81 (*b*) (i)	Rayon yarn, being dyed or having no single thread of a cotton count number within the range 7 to 50 inclusive or having a free-on-board value exceeding £0 8s. 0d. per pound in weight *ad val.*	5%	Free	Free	Free
Ex 113 (*b*)	Side and lid handles of aluminium covered with a plastic moulding, or of plastic with aluminium fittings; of a type suitable for fitting to bodies and lids of domestic hollow-ware *ad val.*	7½%	Free	Free	Free

Note: The duties appearing in the Customs Tariff, insofar as they apply to goods appearing in the Ninth Schedule are suspended to an extent sufficient to reduce such duties to the effective rates shown, but shall not have effect in respect of these goods which have been dispatched to Rhodesia before December 1, 1965.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1965 (No. 13), published as Rhodesia Notice No. 893 on December 31, 1965, amends the Rhodesian Customs Tariff as follows:

PART II
(Britain pays the Column B rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
324	Photographic apparatus and material, n.e.e.: By the repeal of paragraph (c) and by the substitution of: (c) Photographic film, sensitized and unexposed, in flat sheets having no edge less than 8 inches in length, or in rolls of a width)of not less than 9 inches *ad val.*	10%	5%	Free	Free
	(d) Other . . . . *ad val.*	30%	20%	20%	10%

IVORY COAST REPUBLIC

Customs tariff modifications

CHANGES IN the Fiscal Import Duty on some products under Tariff heading 27-10 were published in the *Journal Officiel* of October 21, 1965, of the Ivory Coast Republic, to take effect from October 3, 1965. The revised rates are as follows:

Tariff No.	Description	Revised fiscal duty
27-10 A 1 B	Petroleum spirit – other	8·75 CFA francs per litre
A 3	Illuminating kerosene	20%
A 4	Fuels composed of a mixture of petroleum spirit with other combustible liquids	7·50 CFA francs per litre

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SINGAPORE

Import licensing

THE BOARD OF TRADE has received Notice to Singapore Importers No. 269 which states that with effect from December 31, 1965, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department.

1. Sinks
2. Wash-basins
3. Water-closet pans
4. Cisterns of ceramic material

A notification published on December 31, 1965 as a supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Import Quotas will be restricted to 100 per cent of an applicant's proved imports for the year 1964, and will be issued at intervals of three months commencing December 31, 1965.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before December 31, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

This quantitative restriction on the above-mentioned goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota, but such consignments are subject to the conditions outlined above.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before December 31, 1965.

Importers who have already established before December 31, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the department within 14 days of this Notice, documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or
(b) If the Letters of Credit have been fully or partially utilized, details of
  (i) Value and quantity of goods already taken up; and
  (ii) the respective dates on which the quantities were imported.

NEW ZEALAND

Import control exemption

PURSUANT to the New Zealand/Australia Free Trade Area Agreement the following goods imported from and being the produce or manufacture of Australia will be exempted from import licensing requirements on entering New Zealand from January 1, 1966.

Tariff Item No.	
051.940.5	Strawberries.
054.203.3 } 054.203.4 }	Peas split, other than in retail packs.
054.203.6	Peas for sowing, other than in retail packs.
054.203.9	Other peas.
054.204.2	Beans for sowing, other than in retail packs.
054.204.9	Other beans.
054.205.9	Lentils, other than in retail packs.
054.206.9	Other leguminous vegetables, other than in retail packs.
054.610.2	Peas.
054.610.3	Beans.
Ex 055.100.1	Herbs, including mixtures, other than in retail packs.
055.101.9	Dried, dehydrated, or evaporated vegetables, whole, cut, sliced, broken, or in powder, but not further prepared: other kinds.
Ex 243.220.0 } Ex 243.320.0 }	Dressed timber (excluding wood cut to size for making boxes).
	Undressed timber.
	Plywood.
	Veneers of a thickness not exceeding 5 millimetres.
	Flooring of laminated wood, the wearing layer of which is oak or beech, tongued or grooved or tongued and grooved.

Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320).

AUSTRALIA

Details of temporary duties

DETAILS ARE GIVEN below of the temporary changes made in Australian Customs Duties which came into effect on December 21, 1965. Additions to the Customs Tariff are shown in italics.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 4 to Chapter 70 insert the following note: 5: *The following goods are specified for the purposes of paragraph* 70.20.23, *that is to say woven fabrics of glass fibre that:* (a) *Were in transit to Australia on* 15*th November*, 1965*; and* (b) *Are entered for home consumption within* 21 *days after importation.*				
70.20	Glass fibre (including wool), yarns, fabrics, and goods made therefrom				
70.20.2	Yarns, cords and cordage; braids; fabrics:				
	New paragraph.				
70.20.230	*Woven fabrics that are not fabrics:* *of a kind used solely or principally as insect screening;* *woven from fancy yarns; or* *woven in Jacquard, dobby or other fancy weaves.*	30% (under former item 70.20.290)	20%	30% and, except in respect of goods specified in note 5 to this Chapter a temporary duty of: 15%	20% 15%

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES. F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

JAPAN, HONG KONG, CHINA. Executive, 40, twelve years' import/export trading electronics, auto parts, machinery etc. these markets offers services to any firm wishing to increase such business. Box M10664, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

LOCATION MAPS – A considerable boon to industry and commerce at home and abroad. Details of our specialized 'How to Find Us' map service supplied upon request. Fyffe Industrial Location Maps, Bourne Chambers, St. Peter's Road, Bournemouth, England. Tel. 25226.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

EXPORT. Promotion Executive required by old established city Company with considerable Far East and Australian interests. Excellent career prospects for intelligent man with personality and initiative. Age 30/40 years. Salary according to ability and experience but not less than £2,000 p.a. Written applications to Managing Director, Yuills, Limited, 10 Eastcheap, London, E.C.3, which will be treated in absolute confidence. Envelopes to be marked, Export – Private and confidential.

WANTED. LARGE QUANTITIES BRASS, STEEL, STAINLESS AND L/ALLOY. Nuts, Bolts, Screws and Washers. L. Kayser, 170 Highbury Quadrant, London, N.5. CANonbury 6765.

WEDCO WIRE CONVEYOR BELTS are flexible and durable and will carry your products through hot, cold, wet or abrasive conditions. They will withstand impact loading and travel around curves. They can be fitted with side chains for positive drive. Descriptive catalogue from – BRITISH WEDGE WIRE CO. LTD., Academy St., Warrington. Tel. 34421.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London, W.11. Tel. BAYswater 4477.

MORE MONEY FOR YOU $ £. Export selling brings you MORE ORDERS MORE MONEY and builds up your business rapidly. I can help you if you need a young mobile export sales executive widely travelled in Europe, has sold a variety of products and commodities, proficient and conversant in four European languages, Fin. salesmanship diploma. Anything considered, all replies answered. Box M10662, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

FOREIGN TRADE TRANSLATIONS. Difficulties alleviated by correct idiomatic technical translations. Contact Exporters' Translations Service, 68 Lichfield Court, Richmond, Surrey. Ring RIC 4729.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	7 Jan. 1966
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Dec. 1965
– final (Q)	This week
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	17 Dec. 1965
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	31 Dec. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	31 Dec. 1965
Production, exports and orders (M)	31 Dec. 1965
Film industry:	
British Film Fund Agency returns (M)	7 Jan. 1966
Cinema admissions and takings (M)	17 Dec. 1965
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	17 Dec. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	24 Dec. 1965
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	17 Dec. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	This week
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	31 Dec. 1965
N. Ireland index (M)	7 Jan. 1966
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	17 Dec. 1965
Investments and earnings overseas (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	17 Dec. 1965
Machine tools deliveries and orders (M)	31 Dec. 1965
Man-made fibres:	
Analysis of production (Q)	31 Dec. 1965
Deliveries (Q)	5 Nov. 1965
Production (M)	7 Jan. 1966
Motor industry:	
Car and commercial vehicle production (M)	24 Dec. 1965
Motor trades turnover (M)	7 Jan. 1966
Nationalized industries overdrafts (M)	7 Jan. 1966
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Dec. 1965
Retail prices index (M)	24 Dec. 1965
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	26 Nov. 1965
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers and distributors (Q)	10 Dec. 1965
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	17 Dec. 1965
Cotton production (M)	17 Dec. 1965
Wholesale houses sales (M)	17 Dec. 1965
Wool exports (O)	19 Nov. 1965
Wool output (M)	17 Dec. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Dec. 1965
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	26 Nov. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	17 Dec. 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	24 Dec. 1965

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K102) S.O. Code No. 72-3591.

BRITISH GOVERNMENT CONTRACTORS

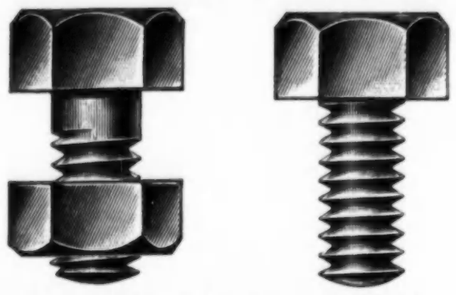
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

THE LET

Manufacturers of
Brass Spur Teeth Grommets
Brass Eyelets and Rings
Ventilator Eyelets
We hold stocks of all sizes

Bodill, Parker (1922) Ltd
Lower Tower Street, Birmingham 19
Telephone: ASTon Cross 1711-2

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

For long components
Through bolts, spring centre bolts, U bolts & general repetition work, consult

The Cossentine Bolt & Engineering Co. Ltd
The Platt, Putney, SW15
Telephone: PUTney 7121.
Grams: Cossentine Put. London.

Ministry of Labour Gazette
Single copies 3s. 6d. (by post 3s. 11d.)
Annual subscription 46s. including postage

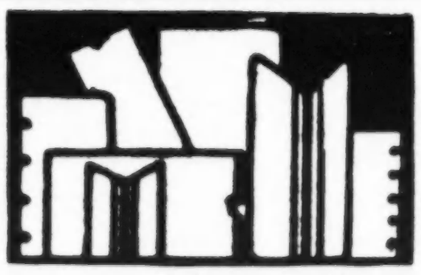
Obtainable from:
Her Majesty's Stationery Office
York House, Kingsway, London, WC2
423 Oxford Street, London, W1;
13A Castle Street, Edinburgh 2:
Brazennose Street, Manchester 2;
35 Smallbrook, Ringway, Birmingham 5;
109 St. Mary Street, Cardiff;
50 Fairfax Street, Bristol 1;
80 Chichester Street, Belfast;
or through any bookseller.

Circular saw blades
Circular saw blades for wood cutting and plastics,

E. W. Kendall & Co. Ltd
10 Sewardstone Road, London, E2
Telephone: ADVance 4276

A must for all British exporters
Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058



PVC Wallets and Containers
Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Jacksons
OF BOURNE END
Speciality millboards and fibreboards for Industry uses:
BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.
JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

CLEARVIEW BINDERS

WE SPECIALISE IN BINDERS WITH CLEAR VIEW POCKETS
IDEAL FOR PHOTOS, LEAFLETS, SAMPLES, DOCUMENTS, DRAWINGS, ETC.
SIZES FROM POSTCARD TO A4
ALL TYPES UP TO 30 POCKETS
Kingfisher
GILCHRIST & FISHER LTD. EXETER

Subscription form for the Board of Trade Journal

To HM Stationery Office:

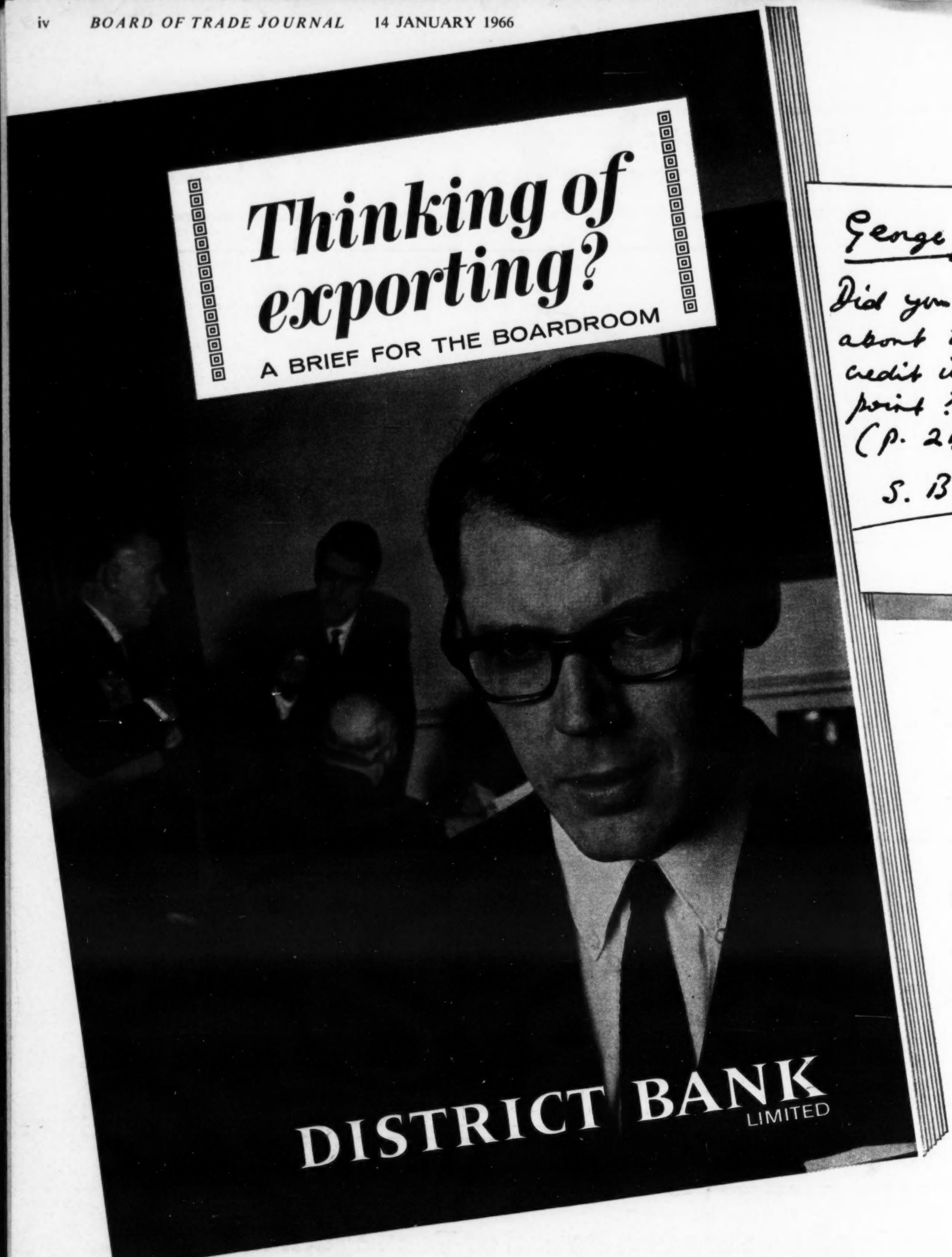
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £5 6s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL
The copy should be sent to:

Name .....

Address.....

.....



THINKING OF EXPORTING?... If you are, this booklet is a must. It offers practical advice upon ways to deal with problems in a logical sequence—problems which are likely to be encountered both by the new exporter and by the exporter who is considering ventures in new areas.
Ask your Secretary to write or telephone our Foreign Department for a copy of this booklet.

18 29 **DISTRICT BANK** LIMITED

A very personal banking service

Foreign Department, 13 Spring Gardens, Manchester, 2 *DEAnsgate 4300* · 75 Cornhill, London, E.C.3 *AVEnue 8050* · 2 Castle Street, Liverpool 2 *CENtral 1292*

Board of Trade Journal

Volume 190, No. 3592 Published by Her Majesty's Stationery Office 21 January 1966

1s. 6d. net